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ESTABLISHED 1887

# **Guinean Military** Seizes Power 3 Days After Touré Funeral

By Claude Regin

ABIDJAN, Ivory Coast - The Guinean armed forces said Tuesday that they had seized power overnight in a bloodless coup, just three days after the funeral of Pres-

ident Ahmed Sekou Touré. A statement read by an unidentified military spokesman on Conakry radio said the nation's armed forces - the army, navy, air force, gendarmerie and people's militias
—had assumed collective responsibility for the country. Conakry is the Guinean capital.

The coup took place "without bloodshed, in complete calm and amid popular rejoicing," the

spokesman sand.

He described Mr. Sékou Touré's
26-year rule as a "bloody and ruthless dictatorship" marked by widespread corruption.

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The armed forces had "decided - to take over the running of the country in order to lay the foundations of a true democracy, avoiding, in the future, any personal dic-tatorship," the spokesman said. He said all political prisoners

would be freed, and he vowed that Guinea would honor all international commitments. Guinea, although a Soviet client

state for years, has made gestures toward the West in recent years in an effort to shore up its economy, one of the world's poorest.

The spokesman said a "military redemption committee" was running the country of 5.5 million people. It was not clear Tuesday. whether the takeover was led by the armed forces chief of staff, General Toya Condé, or by less senior offi-

The ruling Guinean Democratie Party and the National Assembly were dissolved and the constitution was suspended. A curfew was imposed from 10 P.M. to 6 A.M. and rs of the country's military zones vere given responsibility for maincit aining law and order.

O.F.overnment ministers or the 14 immortalized," he said.

By Michael Weisskopf

BEIJING - China has covertly

supplied Iran with combat aircraft

and other military equipment in ales funneled through North Ko-

A: Fiea since the Iranian-Iraqi war be-

.. ran, according to foreign military

ources here.
At the same time, China report-

dly has been selling lesser

eplenishing its armed forces, has eportedly paid handsomely for the

-6 fighters, T-59 tanks, 130mm ar-

illery and light arms to be deliv-

red over a three-year period, ac-ording to Arab and Asian sources.

Iran also agreed to give China

ccess to the latest Soviet weapons

captures from Iraqi troops, the

(211 Most estimates of the number of

6s now in Iran range from 50 to

0. According to one European an-

he 1950s jets to Iran. He said bout 300 North Korean advisers

lienating the Arab world and to

rotect it from charges of prolong-

yst, China already has sold 100 of

ources said.

Place The Property of the Prop

y ship from Pyongyang.

Beijing has kept the weapons eals with Iran secret to avoid

hinese supplies. One deal last pring netted China \$1.3 hillion for

Washington Post Service -

China Reportedly Sends

members of the ruling Political Bu-reau, who were due to meet Tuesday to choose a successor to Mr. Sekou Toure. The president died March 26 while undergoing beart surgery at a clinic in Cleveland,

Diplomatic sources speculated that most government ministers and members of Mr. Sekou Toure's family would face trial.

Mr. Sėkou Touré was buried Friday in a funeral service attended by leaders of nations around the

"The Guinean people had not dried its tears." Conakry radio said, "yet a tough struggle for the succession was under way among Sékou Touré's companions, whose hands are sullied with the blood of so many innocent people."

Among Mr. Sekou Toure's closest associates was Prime Minister Louis Lansana Béavogui, 61, a life-long friend who had been favored to succeed him. His fate was not

The spokesman praised the late leader's influence in Africa, where he was a major proponent of African unity, but criticized his domestic record.

"Under the feudal pressure of his family and dishonest companions of his early struggle," he said, hope for a more just and more equitable society disappeared, swept away by a bloody and ruthless dictatorship.

Human rights organizations have accused the Sekou Toure regime of jailing or killing thousands of Guineans, and driving into exile almost a fifth of the country's people. Amnesty International, the London-based human rights group, has listed 2,900 people who it says have disappeared. But governmentsponsored repression is thought to

have eased in recent years. The military spokesman said the all borders were closed. Command-memory of all those who died "simply because they wished to express their opinions on the country's fu-ture" would be honored. "Those He gave no clue of the fate of martyrs will be rehabilitated and

An administration source in

source said Chinese arms sales to

Iraq in recent months were report-

ed to be smaller in total volume

than those to Iran, but that hun-

dreds of millions of dollars worth

regime through Arab countries

China sells arms to Iran through

North Korea," the Chinese Foreign

But informed military analysts

complex military relationship be-

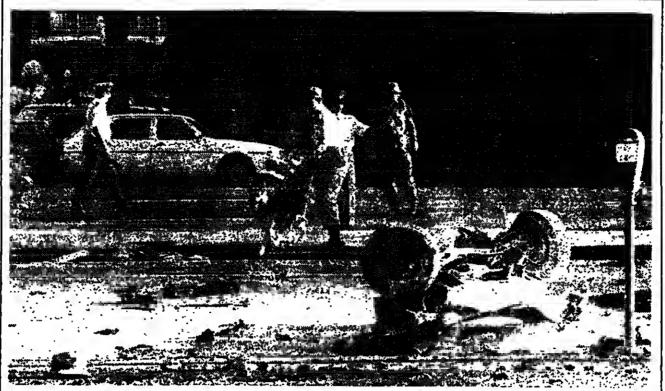
tween China and Iran designed hy

"strict neutrality" in the war.

"It is a sheer rumor to say that

friendly to it.

Gulf after the war.



SOUTH AFRICAN BLAST — Car wreckage lies in a Durban street after a bomb exploded, killing three

persons and injuring 16. An official blamed the African National Congress for the attack Tuesday. Page 2.

# Large Soviet Fleet Assembles in Norwegian Sea

OSLO - A Soviet fleet of at least 27 surface ships, supported by submarines and aircraft, has assembled in the Norwegian Seafor a of northernmost Norway, com-

The command said it assumed A second group of four frigates et and other East-bloc commands that the Soviet fleet, led by a nucle- and a supply vessel was near Nor- sent observers in compliance with was gathering for exercises in the Norwegian Sea and in the Atlantic Ocean between Iceland and Brit-

"Air activity in connection with the Soviet fleet's movements has been great," the command said in a statement. It did not say what type of aircraft were involved, nor did it estimate the number of suhma-

In London, the British Defense Ministry said that the Soviet naval maneuvers were thought to be the biggest ever carried out in the Atlantic waters off northern Europe. A Defense Ministry spokesman said the Soviet fleet sailed into the

Norwegian Sea between North Cape on Norway's northern tip and Denmark's Facroe Islands. - Soviel exercises are also taking Military Supplies to Iran place in the Mediterranean and the Indian Ocean, a Defense Ministry spokesman said. He noted that the

ing the conflict, sources said. Pub-licty, China backs mediation ef-recently sailed from Cnba. forts and denics selling arms to

"Such high level of activity ourside the normal fleet operating A recent study by the Stockholm bases has led NATO staff to con-International Peace Research Insti-elude that the Soviet Navy and its tute said that China had supplied air arm has commenced a major

major weapons to both Iran and fleet exercise, probably the largest Iraq during the course of their war. seen in Atlantic waters," be said. The British Broadcasting Corp. Washington said that Chinese mili- said intelligence experts were tary sales to both combatants appeared to be continuing. The tor the operation and were preparing special reports for the NATO proval. nuclear planning group, which began a two-day meeting Tuesday in

Izmir, Turkey. A West German defense spokesof Chinese weapons are believed to man in Izmir said the North Atlanhave been supplied to the Baghdad tic Treaty Organization had sent two ships to monitor the Soviet fleet. He said he had only learned of the maneuvers on Tuesday

morning.
In Washington on Tuesday, a navy spokesman refused to com-Ministry said last week. China officially has claimed to maintain ment on the operation, but a Pentagon official confirmed that a large maneuver was under way and said said that behind this denial lies a it was "under observation."

The Soviet Union staged a naval exercise in the North Atlantic last modernization program and to as-sure it an influential role in the

has repeatedly promised.

"The government has shown that

it is exhausted and failed," argued

Gabriel Valdes, president of the

centrist Christian Democratic Par-

ty and of the opposition Democrat-

ic Alliance, a grouping of five polit-

ical parties outlawed since the 1973

coup. "There can be no doubt that

Pinochet does not have the least

intention of moving toward democ-

As of Monday, the fleet consist- Fleet

major naval exercise, the Norwe- prised six cruisers, seven destroygian Defense Command said Tues- ers, a mine layer and an amphibi-

ar-powered Kirov-class cruiser, way's Jan Mayen Island. The third the Helsinki Accords of 1975. group, off the Shetland Islands, included a cruiser, four frigates and applies only to maneuvers involvegence,

Peninsula and from the Baltic fleet. two tankers, all from the Baltic ing 25,000 or more ground troops.

and in northern Norway. NATO notified the Warsaw Pact of its recent exercises, and the Sovi-

■ NATO May Send Observers

NATO representatives will decide Wednesday whether to send

#### experts to observe the Soviet exercise, a senior NATO official said said. Tuesday in Izmir, Reuters report-

Other officials said the speed of the Soviet buildup appeared to have surprised Western intelli-

# **NATO Ministers Press Netherlands** To Deploy Quota of Cruise Missiles

Compiled by Our Staff From Disputches CESME. Turkey — NATO de-fense ministers pressed the Netherlands Tuesday to deploy its quota of 48 cruise nuclear missiles as part of a Western plan to counter Soviet

medium-range rockets. Manfred Wörner of West Germany told reporters after the first day of a ministerial nuclear planning group meeting: "We all ex-pressed the expectation that all NATO states would carry out the

Officials said there was strong pressure on the Dutch not to curtail or renounce deployment, but Defense Minster Jacob de Ruiter had given no commitment, Reuters re-

Five North Adantie Treaty Organization countries pledged in 1979 to install U.S. cruise missiles. Unlike West Germany, Britain, Italy and Belgium, the Dutch parliament has not yet given final ap-

A senior NATO official, who declined to be identified, described the discussion as tough and said several ministers urged the Dutch government not to hide behind its uncertain parliamentary majority.

The U.S. defense secretary, Caspar W. Weinberger, stopped in the Netherlands on his way to Cesme to urge the Dutch to accept their full quota of cruise missiles.

Mr. Weinberger also told ministers that Washington has ruled out a ban on anti-satellite weapons and accused Moscow of vinlating the 1972 anti-ballistic missile treaty, The Associated Press reported.

Senior U.S. defense officials, re-Beijing to reap large foreign ex-change earnings for its domestic largest Soviet naval maneuver there marks, said, "There are insursince 1975. Norwegian experts said mountable verification problems

radar system at Krasnogorsk, cov-tude satellites, such as those used ering the entire Soviet Union, vio- for arms control information and lated the 1972 anti-ballistic missile early warning of a strategic nuclear

Mr. Weinberger also made clear that Washington wents to include allies in anti-ballistic-missile systems under development. The new systems while protect

both the United States and Westsaid that some of those defenses sources, are:

would have to be based in Europe. There was no discussion of who would pay for such defenses, the officials said. (Reuters, AP)

■ Reagan Sees Limited Ban Walter Pincus of The Washington

Post reported from Washington: President Ronald Reagan, while ruling out formal negotiations with the Soviet Union on a comprehensive ban of anti-satellite weapons.

"Bans on specialized anti-satel-

lite weapons and much less ambi-

The U.S. delegation reportedly ered, according to administration month, is lifted and university ex-

• A han on tests of satellite kill- poned. ers at ainludes above 5,000 kilome-

at lesser altitudes.

development work only at lower Punjab. altitudes.

could protect specialized, high-alnithey come too close.

been considered an enemy of the termaists' cause.

Reagan said in a report sent to senior officer every day in Punjab both the United States and western Europe, according to Mr. Congress Monday.

Weinberger.

Congress Monday.

Among the ideas being consideration student group, imposed late last month is lifted and university ex-

> ters (3,125 miles). Both sides would Sikh Students Federation, is rebe permitted to have such systems garded as perhaps the most ex-The present Soviet anti-satellite hand of about 500 terrorists who system and the U.S. weapon under have caused most of the bavoc in

Intelligence sources said it has · Peacetime rules to keep satel- acted as the spearhead of an exlites certain distances apart, pro- tremist wing that has seized mohas said that the administration is hibit interference with their opera-mentum from the moderate Sikh

# Politician Slain, Rioters, Police Killed in Punjab

By William K. Stevens

NEW DELHI -- V.N. Tiwari, a Hindu member of Parliament, was shot to death Tuesday at his home n the Punjabi capital of Chandigarh by persons who had said they were students waiting to see him. He was also a university professor.

Mr. Tiwari, a member of the Rajya Sabha, or upper house, was the first member of Parliament to die in a series of terrorist killings. The level of tension heightened

in Punjab and the neighboring state of Haryana. [The entire state of Punjab was

declared a "dangerously disturbed area" under the Special Powers Act Tuesday night after 10 rioters and two policemen were killed in violence in the Sikh boly city of Amritsar. Reuters quoted the Press Trust

of India as saying.
[A Home Ministry spokesman in New Delhi said the act gave police and paramilitary troops authority to shoot to kill rioters, open fire to

disperse illegal gatherings, destroy arms dumps and enter any place suspected of sheltering criminals. [Police opened fire at three places in the city to disperse mobs burning and louting shops and

stoning vehicles, the Press Trust (It reported that one of the dead policemen was lynched by noters and the other died of sword

More than 150 people have been killed in sectarian violence in the

region in the past two months. A Sikh group calling itself the Dishmish Regiment, unknown until recently, claimed responsibility for the murder of Mr. Trwari, who was a member of Prime Minister

Indira Gandhi's Congress-1 Party. The regiment also said that it was responsible for Monday's killing of Harbans Lal Khanna, leader of the pro-Hindu Bharatiya Janata Party in Amritsar, as well as for the assassination in Delhi on March 28 of a moderate Sikh leader who had

tious undertakings could help preserve and enhance stability," if they are equitable and verifiable. Mr. aminations in Punjab are post-

> The student group the All-India treme element of a small, disparate

exploring limited agreements that tion and provide for notification if leadership, which started a cam- Soyuz linked up with a U.S. spacepaign for greater Punjabi autono- craft, were broadcast live.

August 1982.
The Sikhs object to a clause in

my and special religious facilities in

the constitution that classifies Sikh beliefs as part of the Hindu reli-gion. Home Affairs Minister Pra-kash Chand Sethi said recently the government was prepared to amend the constitution to guarantee separate religious and ethnic identity to the Sikhs.

It is unclear what the Dishmish Regiment is. "Dishmish," in Pun-jabi, means "followers of the 10th guru." The 10th Sikh guru is Go-bind Singh, who advocated the sword as a holy instrument of poli-

According to police reports, two persons knocked at Mr. Tiwari's door and told a servant they were students from the Punjabi city of Pauala. The professor came out and invited them into the drawing room. While one guarded the door. the other followed him and fired six bullets at him. The assassins fled in

a waiting car. In Parliament Tuesday, the entire opposition walked out of the Lok Sabha, or lower house, and boycotted the day's proceedings as a mark of respect for Mr. Tiwari, a close associate of President Zail Singh. It did so after the deputy speaker refused to adjourn the

## **Indian Takes Part** In 8-Day Soviet **Space Mission**

MOSCOW - The Soviet Union launched Tuesday a spacecraft carrying India's first astronaut, Ra-kesh Sharma, 35, and two Soviet cosmonauts, Yuri V. Malyshev, 42, and Gennadi M. Strekalov, 43, on

an eight-day mission. The Soyuz T-11 spacecraft was launched at 5:08 P.M. Moscow time from a base at Baikonur in Soviet Central Asia. It is to dock Thursday with the orbiting Salyut-7 space station, where three Soviet cosmonauts have been working

since a Feh. 8 launch. Soviet space officials have said that, on the suggestion of Indian practice yoga in an experiment on weightlessness.

The launch was carried on television, only the third Soviet launch to be hroadcast live. In another departure from normal practice, the Soviet Union has scheduled daily press conferences and televised

programs for foreign journalists.

The launches of only two other Soviet mussions, the Soviet-French joint effort in June 1982 and the July 1975 mission in which a Soviet

## Guerrillas Attack Israelis in Southern Lebanon

on Israeb occupation forces Tuesday as speculation grew that Israel would avenge the wounding of 50 people by Palestinian guerrillas in Jerusalem on Monday.

wounded when a grenade hit an armored personnel carrier in the southern town of Nahanivet, witnesses said. Several bystanders also were injured, they said.

hy remote control as an Israeli patrol was passing, but gave no de-

Religious and political leaders of Seven Israeli soldiers were nity, the largest sect in the south, pation Meanwhile, a cease-fire in the

Lebanon's Shiite Moslem commuhave called for what amounts to open war against the Israeli occu-

the current exercise may be bigger. Ships already assembled come sulf after the war.

Ships already assembled come Ships already assembled come anti-satellite weapons.

The Chinese don't want to be (Continued on Page 2, Col. 3)

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The Chinese don't want to be (Continued on Page 2, Col. 3) separate conflict between warring Lebanese factions in and around

BEIRUT — Guerrillas in southern Lebanon launched new attacks on Israeli occupation forces Tues.

The radio also reported that guerrillas in southern port city of Sidon detonated a roadside bomh

The radio also reported that guerrillas in southern port city of Sidon detonated a roadside bomh

Tuesday that Israel would strike at on Tuesday. targets in Lebanon in retaliation for the Jerusalem attack, in which three members of the Democrane

Front for the Liberation of Pales-

shoppers. Prime Minister Yitzhak Shamir of Israel said Menday it appeared the guerrillas had entered from Lebanon, and warned that those who had sent them would be se-

Israeli troops set up new check-

The only link between the south and the rest of Lebanon, a mountain road through the Chuf mountains, was closed to all traffic. It has tine opened fire into crowds of been open for only two of the last six days.

The radio station of the Druze militias said Israeli planes flew over the Aley area in the Druze-held mountains southeast of Beirut on Tuesday, apparently on reconnaissance flights.

Palestinian bases in the town of Bhamdoun, near Aley, have previously been a prime target for Israeli air strikes in response to attacks in southern Lebanon.

The last such raids were on March 5, and since then, the only targets his outside the Israeli-occupied sector were five Palestinian bases in the eastern Bekaa Valley, shelled by Israeli long-range artil-

lery Sunday. In a further development in the Israeli-Palestinian conflict Tuesday, the Palestinian group responsible for Monday's attack in Jerusalem announced in Damascus that it had captured an Israeli sergeant in southern Lebanon

The group offered to exchange him for Palestinian prisoners being held by Israel, including two guerrillas involved in the Jerusalem al-

Separately, sources from the opposition to President Amin Gemayel's Beirut government said a high-powered, all-party security committee made progress Monday night toward separating the opposing forces, namely the Lebanese Army and Christian forces in the east, and Druze and Shiite Moslem militias in the west and in the

But as of Tuesday, the rival forces had still not carried out promises to remove barricades at the Museum Crossing in Beirut, the only link between Christian East Beirut and Moslum West Beirut.

mountains.

## INSIDE

■ The U.S. is seeking funds for a new test site to expand its nuclear program. Page 4.

\_\_\_\_\_\_ elean-up problem. Page & BUSINESS/FINANCE Royal Dutch/Shell said it was raising its bid for Shell Oil Co. to \$58 a share from

■ The builder of the Seabrook nuclear-power plant in New Hampshire may have to file for protection from its creditors if it does not find more credit

#### within three weeks. Page 17. SPORTS

■ Georgetown defeated Houston, 84-75, Monday night to win the National Collegiate Athletic Association basketball

Page 23.

A SPECIAL REPORT Planning an ideal office may mean increases in profitability and efficiency. Office AutomaPinochet Losing Ground to Opposition in Chile By Jackson Diehl

Washington Post Service An ecological disaster said to be the Soviet Union's worst has SANTIAGO - Unable to overeft officials with a difficult come a broad opposition move-ment in Chile, President Augusto Pinochet appears to be losing political ground to continuing national protests, growing violence and dis-content among his political and military supporters.

> After a tentative move last year toward liberalization of his 10year-old rule, General Pinochet responded to new mass demonstrations last month by returning to tactics of repression. Reimposing a state of emergency, the government used a curfew and thousands of police and troops against protes-

tors and restored press censorship. The military's new crackdown. however, seems to have brought its veteran commander-in-chief only limited gains.

stands it." Since May 1982, an opposition Although General Pinochel argued that the tough measures effec- movement based in political parties tively limited disturbances on a and labor unions has sought to national day of protest March 27, force General Pinochet's resignathousands of people defied security tion and return Chile to democrathousands of people defied security and and return the and notation policies, ring.

Several conservative parties and force commander, tions of voters and a tough ing at decisive steps in both directions, march and block traffic, At sponded with harsh repression and tions, General Pinochet has proved and hoc organizations have been that he believed the end of military tory death penalties.

least eight people were killed in two efforts at conciliation with moder-unwilling so far to commit himself formed in the last six months as days of violence. The security measures were sharply criticized by General Pinochet's traditional supporters on the political right. Opposition leaders.

Over the

Over the last several months, viomeanwhile, had new basis for their lence hy militants of the left and contention that the 68-year-old president, who has vowed to re-main in office until at least 1989, right has dramatically increased. More than 130 bombing incidents were reported in the first three has no real intention of carrying months of this year. out the transition to democracy he Days before last week's protests.

> attacked and severely beaten by a group of men in civilian clothes. "With the political stalemate, we are beginning to see all the ele-ments of a great tragedy," said Genaro Arriagada, a Christian Democrat and political scientist.

the climate of violence is growing." racy as the Western world under-The violence has strengthened opposition arguments that General Pinochet can no longer control the

has produced neither the liberaliza-

confrontation with opponents. "Pinochet is sufficiently smart to know that a crackdown would weaken him a lot." Mr. Arriagada said. "But he also knows that he a top Christian Democratic opposican't deliver a liberalization withtion leader, Jorge Lavandero, was out creating a country that would be ungovernable for him. And so be

cannot act." These shifts have sometimes left members of his government be- evident last year among General ehet replaced his finance and econ- commanders of the navy and air omy ministers, the fourth cabinet force have also hurst into public "There is no political outlet, and so change in less than a year. In one sign of disenchantment,

distance themselves from the gov-ernment, taking almost a middle Errotically shifting between stance between Ger hard-line and liberal policies, hintstance between General Pinochet

many of the military's powerful

rightist supporters seem anxious to

The result, critics say, has been a previous identification with the kind of governmental paralysis that military. In the last several weeks, the groups have begun their own tion called fur by rightist govern-ment supporters or the full crack-ers on possible solutions to the cridown that would mean a decisive sis.

> vate talks could eventually produce a broad political consensus among civilian leaders from the right to the moderate left that the government. and armed forces, could not easily In the last six weeks, tensions

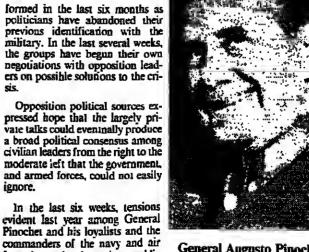
hind. On Monday, General Pino- Pinochet and his loyalists and the VICW.

force chiefs serving on the four-



**General Augusto Pinochet** 

rule, and not just elections for a Earlier this year, the navy and air congress, should be advanced. The junta has also conspicuously member military junta blocked a delayed action on two other major Pinochet proposal for a referen-proposals by General Pinochet, indum that would allow congressio- cluding a scheme for calling occanal elections in 1987, rather than sional referendums and "consulta-1989. The air force commander, tions" of voters and a tough



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By Bernard Gwertzman New York Times Service

WASHINGTON — Several backers of a bill to move the U.S. Embassy in Israel to Jerusalem from Tel Aviv bave said privately that they expected to avoid a direct confrontation with the Reagan administration by making the legislation a "sense of the Congress" resolution that did not require

President Ronald Reagan and Secretary of State George P. Shultz have said that the administration would not move the embassy and have strongly suggested that Mr. Reagan would veto the bill if Congress approved it.

Supporters of the measure said they plan to leave the legislation as it stands pending bearings by two subcommittees of the House Foreign Affairs Committee next week and by the Senate Foreign Relations Committee at the end of the

One co-sponsor of the legislation in the House of Representatives said Monday: "There's no burry. Let's give everyone a chance in be heard on the issue and then we can speak to the administration and see what kind of language would be most suitable.

Senator Daniel Patrick Moyni-han, Democrat of New York, who originated the legislation, has 38 co-sponsors in the Senate. He said last week that with the prospect of a veto, the "sense of the Congress" approach must be considered. Such legislation is not binding.

Several other backers have said they want in avoid a fight with the administration

[Representative Thomas P. O'Neill of Massaebusetts, the

## Soviet Carrier Fires Flares at U.S. Ship

WASHINGTON - The aircraft carrier Minsk, the biggest ship in the Soviet fleet, fired eight flares at a U.S. frigate in the South China Sea in a weekend incident. Pentagon nfficials said they would protest the incident, which caused neither injuries nor damage.

Officials said the incident will be on the agenda next month when a U.S. Navy delegation goes to Mos-cow for talks aimed at heading off dangerous incidents at sea. Also to be discussed are the March 21 collision in the Sea of Japan involving a Soviet submarine and a U.S. carri-

Consider a Compromise speaker of the House of Representauves, said Tuesday that Israel, not the U.S. Congress or the American Jewish community, should decide whether the embassy should be relocated, United Press Interna-

tional reported from Washington.] [Mr. O'Neill said he hoped that any action in Congress would not order a move of the embassy, but would "express the advice of Coneress.

Those in favor of moving the embassy argue that Jerusalem is Israel's capital and Israel is the only country in which the U.S. Embassy is in a place other than where the host government desires it. Moreover, they say that keeping the embassy in Tel Aviv encourages Israel's enemies to think they can drive a wedge between Israel and the United States.

Every U.S. president since 1949 has refused in put the embassy in Jerusalem because they have held that the status of the city should be decided by negotiations between Israel and Arab states, and that to move the embassy would seem in prejudge such negotiations.

Some members of the pro-Israel lobbying group in Congress, the American Israel Public Affairs Committee, have been privately critical of Mr. Moynihan for introducing the bill without consulting them. Mr. Moynihan, in turn, has been upset that the administration has discussed the bill with the group and not with him.

The pro-Israel lobby has long been more interested in such issues as securing as much foreign aid for Israel as possible and in blocking arms sales to Arab states not at peace with Israel.

The administration fears congressional approval for moving the embassy could touch off anti-U.S. actions in the Moslem world.

The issue has been dramatized by the statements of two Democratic presidential contenders, former Vice President Walter F. Mondale and Senator Gary Hart of Colorado, that if elected, they would move the embassy in Jerusa-lem. The Rev. Jesse L. Jackson, the other Democratic candidate, has opposed such a move.

There are 215 co-sponsors of the Jerusalem bill in the House. Howard H. Baker of Tennessee, the Senate Republican leader, has urged Republicans not in support the Moynihan bill and so far, Mr. Moynihan lacks a majority of the Senate as co-sponsors.

Even nonbinding legislation would be opposed by the National Association of Arab Americans, according to its executive director.

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Indispensable for corporate, government and banking executives, institutional investors, industrial purchasers and other decision-makers

who should be more fully informed on major French companies. FRENCH COMPANY HANDBOOK is being sent to 8,000 selected business and financial leaders in the United States, Japan and the



Riot police confronting protesters during a 24-hour strike in Brussels Tuesday.

# Socialist Unions Hold Strike in Belgium

BRUSSELS - Sncialist unions shut down almost all rail lines in Belgium Tuesday and disrupted urban transport and factories in a 24-hour strike against the government's aus-

terity program. The strike partially halted public transport in major cities. Bus and streetcar service was halted during the morning rush hour in Brussels. The capital's two subway lines, bowever, continued to operate.

Traffic in the capital was light, indicating that many workers had decided to stay home because of the disruptions caused by the strike.

rallied in the square across from the stock exchange in protest the government measures. Riot police cordoned off the parliament about half a mile (800 meters) away.

In the southern Frenchspeaking region of Wallonia, steel and metalworking factories closed down, but the strike reportedly was less successful in the northern Dutchspeaking Flanders area.

The strike was called by the socialist General Federation of Belgian Labor, the country's second largest union, to protest

The program will curb wag increases and reduce such social spending as unemployment compensation and family allowances. The government is eutting its administrative spending by 3.5 percent.

The strike was opposed by the Christian Democrat union, the Confederation of Christian Unions, which is the largest in

The spending cutbacks were needed to reduce the federal deficit from 550 billion francs (\$10.36 billion) in 300 billion

# China Reportedly Sends Iran Arms

seen involved, but they do all they

can for Iran through the back door," a European analyst said. The back door is said to be North Korea, which openly supports Iran in the war. North Korea, whose relations

with China are officially described here as being "as close as lips and teeth," is considered a natural conduit for Chinese arms to Iran for reasons of politics and proximity to the armaments industry in China's industrial northeast, North Korea is supplied by Beij-

cording to an Arab analyst, provides a convenient cover in case Chinese arms are discovered in Ira-

"China can just say it has no responsibility for North Korea," the analyst said, "But North Korea can do nothing without getting the green light from China."

In guard against an embarrassing discovery, however, Beijing insists, as a condition of sale, that its combat aircraft and tanks be restricted to defense of the Iranian capital, the source said. Both the J-6 plane and T-59 tank

are derived from Soviet models of the 1950s. The J-6, a single-seat fighter whose export model is called the F-6, is basically a Sovieting with the same weapons that designed MiG-19, a plane phased reportedly go to Tehran. This, acout by the Russians in the 1960s. China has built several thousand, has about 3,000 in its own air force and has exported others to a number of countries, including Paki-

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stan, Egypt, Albania, Bangladesh, Cambodia and Vietnam,

The J-6 and T-59 would be of little value against the advanced French and Soviet weapons now used by Iraq. But stationing Chinese weapons around Tehran frees more sophisticated Iranian weapons, mostly supplied by the United States before the late shah was overtbrown, for active combat against Iraq, the source said.

The Japanese foreign minister, Shintaro Abe, indicated Tuesday that Tokyo would turo down an Iranian request for transport planes and radar systems, Reuters

Mr. Abe told parliament that Iran had unofficially sounded out Japan on the possibility of buying Japanese-developed C-1 transpon planes and three-dimensional radar systems. He noted that Tokyo had a long-standing policy of not ex-porting military equipment.

## Argentine Junta Of '76 Indicted For Rebellion

BUENOS AIRES - The military junta that toppled the Argentine government in 1976 has been indicted by a federal appeals court for rebellion. The appeals court overturoed a previous court ruling.

the former army commander and president, Jorge Videla, the former navy commander, Emilio Massera, and the junta's air force commander, Orlando Agosti, could face three to 10 years in prison if convicted.

martialled on charges of responsibility for the torture, assassination and illegal abductions carried out in the campaign against leftist

Legal sources said Tuesday that the indictments would be seen as a test of the right of the armed forces to rebel against civilian authority. Since 1930, only one freely elected government has served a full term

The military junta took power in 1976 as President Isabel Peron's

■ Japan Gets Arms Request

The three members of the junta,

The three are also being court-

civilian government foundered.

#### overthrow the white-minority gov-ernment, inld The Associated Press from its office in Lusaka, Zambia. that it had no immediate comment on the blast. The minister of police and pris-

ons. Louis Le Grange, blamed the ANC for the "cowardly and insane deed." He said it showed the group had no regard for innocent lives despite its claim that it attacks only government targets.
The ANC claimed responsibility

Bomb Kills 3

On Street in

South Africa

Durban Blast Occurred

Near Government Office

The Associated Press

wounding at least 16, police said.

DURBAN, South Africa - A

for the last car-bomb explosion in South Africa, which killed 20 peo-ple and wounded more than 200 last May in Pretoria. The police said it was not clear

wbether the bomb was placed in or under the car, a Datsun sedan, which was parked on an esplanade running along the harbor of this resort city on the Indian Ocean coast. Wreckage from the Datsun was strewn over 100 yards.

The blast killed a white woman a black man and a black woman, a police spokesman in Pretoria said. Norman Ludwin, an American who plays in the Natal symphony orchestra, said his apartment shook so much be thought it was an earthquake. "One car was alight and huge clouds of smoke billowed from it. It looked as if it had been blown at least half a block from the site of the explosion," the South African Press Association quoted him as saying. "I saw about a dozen people stumbling about, shaking

A buge hole was blown in the pavement and about eight cars were scattered across the road." The blast went off diagonally across the street from a local office of the Department of Internal Affairs, which administers some of

from the force of the explosion . . .

South Africa's race-segregation laws. The building also houses the South African Indian Council, a widely boycotted body that has some authority over matters affecting the Asian minority. Opponents of white-minority rule consider the council a collaborator with the policies of apartheid.

The council has agreed to take part in a new constitutional system giving Indians and people of mixed race a limited role in government along with the white mioority. The black majority of nearly 21 million still would be denied political

The government building was the target of a smaller bomb in 1981, the Press Association said.

The ANC periodically carries out sabotage attacks against gov-ernment buildings and installations, normally at night, when injuries are unlikely. Last month, South Africa and

nonaggression treaty barring support for guerrillas opposed to either government. In return, Mozam-bique won a pledge that South Africa would not aid anti-Marxist guerrillas who have been fighting the Mozambican government, al-legedly with South African help.

#### Zimbabwean Rebel Says 6 Abductees Are Alive

The Associated Press HARARE, Zimbabwe - The head of a robel group that allegedly

kidnapped six tourists almost two years ago said the tourists are alive. Gilbert Ngwenya, a former com-mander in the opposition leader Joshua Nkomo's guerrilla army during Zimbabwe's war for independence, told a Bulawayo court on Monday that the tourists would be released when Prime Minister Robert Mugabe's government returns farms and properties seized from Mr. Nkomo and his Zimba-

# WORLD BRIEFS

## U.S. High Court Limits Search Rules

WASHINGTON (LAT) - Io a ruling further limiting iodividual protection against government searches, the U.S. Supreme Court has decided that federal drug agents may examine a package and carry out chemical "field tests" of its contents once it has been opened by a private party such as Federal Express, a delivery service.

The justices voted Monday 7.2 to uphold the drug convictions of a Minnesota couple prosecuted for possession of narcotics after Federal Express employees in Minneapolis opened a damaged package, noticed a white powder inside and notified the U.S. Drug Enforcement Adminiscar bomb exploded near a government office overlooking Durban's tration. Drug agents tested the substance and discovered that it was

harbor at rush hour Tuesday morning killing three persons and The 8th U.S. Circuit Court of Appeals in St. Louis had overturned the convictions, holding that constitutional protection against unreasonable The explosion damaged two searches required the drug agents to obtain a search warrant before buildings, shattering windows as examining the package or conducting the tests. But the Supreme Coun-decided that because the package had already been opened by the time high as 13 floors from the ground. and damaged 10 other cars on the the agents saw it, no search warrant was necessary.

#### The African National Congress U.S. Lawmaker Convicted of Felonies the main guerrilla group fighting in

WASHINGTON (Combined Dispatches) - Representative George V. Hansen was convicted Monday of four felony charges for failing to disclose more than \$245,000 in loans that he and his wife received and \$87,475 in profits they made in the silver futures market from 1979 to

Mr. Hansen. 53, an Idaho Republican who is completing his seventh term, was the first public official to be convieted of intentionally filing a false public statement under provisions of the 1978 Ethics in Government Act, which requires such disclosures annually from all top government officials. His conviction triggers an automatic House investigation, which could result in a recommendation of censure or expulsion.

He said he intends to continue voting in the House of Representatives. If be does, he will be ignoring the chamber's Code of Official Conduct, which says that members liable to be sentenced to a prison term of two years or more "should refrain from voting on any question" before the

Mr. Hansen faces a maximum of 20 years in prison and \$40,000 in fines when he appears for sentencing next month. The conviction was Mr. Hansen's second in his 14 years in Congress. In 1974, he was fined \$2,000 after pleading guilty to two misdemeanors arising from campaign contribution reports that omitted \$2,150 in donations. (LAT, AP)

#### Italy Installs Its First Cruise Missiles

ROME (UPI) - Italy's defense minister, Giovanni Spadolini, told a stormy session of Parliament on Tuesday that the nation's first 16 cruise missiles had been made operational in Comiso, Sicily.

The Chamber of Deputies, the lower house, voted 290-8, with 20 members abstaining, against a motion by the leftist Proletarian Democracy Party for the immediate withdrawal of the missiles. But Mr. Spadolini said that "the government is ready at every moment to limit, reduce or withdraw completely the installed missiles if an agreement with the Soviet Union intervenes."

Italy is on schedule in its undertaking to install 112 cruise missiles under a 1979 decision by the North Atlantic Treaty Organization to deploy 572 intermediate-range cruise and Pershing-2 missiles to counter an alleged Soviet buildup of SS-20 missiles in Eastern Europe. The U.S. missiles already are operational in West Germany and Britain and are scheduled for Belgium and the Netherlands.

#### 2,000 Miskito Indians Flee Nicaragua

TEGUCIGALPA, Honduras (AP) — About 2,000 Nicaragnan Indians fleeing what they consider hostile conditions under the Sandinist regime arrived Monday in Honduras, the government announced.

The Indians left the towns of Minas Yare and Taska Bajo in northeastern Nicaragua last Thursday, under the protection of anti-Sandinisi rebels, according to a statement from the office of President Roberto Suazo Córdova. It said the refugees were pursued to the border by Sandinist soldiers. The statement said the rebels who accompanied the refugees were

members of the Miskito Indian organization known as Misura. A Misura spokesman said the refugees "could no long tolerate the situation in Nicaragua, made worse by the Sandinist front." About 17,000 Nicaraguan Indians have fled to Honduras.

#### U.S. Equipment Believed in East Bloc

WASHINGTON (AP) - Eight containers of U.S.-made high technology equipment critical to weapons systems "were apparently successfully diverted" to the Soviet Union, says a U.S. Customs investigator.

William Rudman, director of the strategic investigations division of the

Customs Service, told the Senate Banking Committee on Monday that he is not sure where the equipment is, but assumes it to be in a Soviet bloc country. The equipment, most of it manufactured by Digital Equipment Corp., is used to make semi-conductors crucial to missile technology. Meanwhile, the U.S. Attorney's Office said that a Czechoslovak native

was arrested Monday in Miami in connection with an international that allegedly shipped U.S. computer systems illegally to the Soviet Union and East Germany. Leslie Klein, 36, of Ottawa, was one of 12, Last month, South Africa and black-ruled Mozambique signed a land and the United States named in indictments.

## For the Record

Gary Kasparov and Vasily Suryslov played to a 26-move draw in the 11th game of the world chess finals in Vilnius, Lithuania, on Tuesday Mr. Kasparov, who leads the series, 7-4, is within 1½ points of winning the right to challenge the world champion, Anatoli Karpov. (AP) General Antoine Lahd, 55, who retired from the Lebanese Army las year, is to assume command Wednesday of the Israeli-backed militing founded by Major Saad Haddad, who died of cancer Jan. 14, an Israel

Army spokesman said Tuesday in Tel Aviv. (AP)

El Salvador's ambassador to the United States says he will resign June 30 after three years in Washington. Ernesto Rivas-Gallont, a founder of the Christian Democratic Party, whose candidate, Jose Napoleon Duarte, won 43.4 percent of the first-round vote for president, said his decision had nothing to do with those elections. (AP)

The House of Representatives approved and sent to President Ronald Reagan Tuesday a bill rewarding wheat farmers who agree in limit their production this year and next, and doing the same for producers of corn, cotton and rice in 1985. The Senate ratified the measure Monday. (AP) A record 10,778 East Germans emigrated in West Germany in March after obtaining exit papers from the Communist anthorities, the Interior Ministry in Bonn said Tuesday. (AP) Liberia has postponed the elections that were to return it to civilian rule .

the military regime announced Tuesday in Monrovia. Saying more time was needed to educate voters about the nation's new constitution, the authorities said the elections would be pushed back by nine months, it bwe African People's Union party. October 1985. (AP)

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#### 5th Top Officer Gives Up Post in Honduran Army The Associated Press

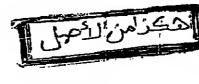
TEGUCIGALPA, Honduras -General Marco Antonio Rosale Abella, the army inspector general has resigned, becoming the fifth top military officer to step down it a shake-up that included removal of the armed forces commander.

General Gustavo Alvarez Martinez, who as commander-in-chief had been considered the most pow-erful man in the country, was dis-missed Saturday and flew to Cost-Rica. The removal followed o General José Bueso Rosa, the chie of staff; Colonel Daniel Bali Cas tillo, commander of state securit forces, and General Ruben Mon

toya, the naval commander.

Government sources said the shake-up was ordered by the Armed Forces Supreme Council which considered General Alvare. Martinez too "authoritarian."

Saturday said President Roberto Suazo Córdova assumed command of the military and the changes "do. not signify the alteration of the democratic goals of the constitu tional government.



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# ORLI) BRIEF Mondale and Hart Battle For Delegates' Loyalties

Candidates Now See Convention Floor And Votes of Uncommitted as Crucial

By Milton Coleman Washington Post Service

WASHINGTON - Anticipating that the Democratic presidential primaries may end indecisively in June, Walter F. Mondale and Senator Gary Hart have launched campaigns for the loyalties of delegates already chosen for July's Democratic National Convention in San Francisco.

Both sides are contemplating what was once considered an impossibility: a brokered convention. Not only are the candidates in a stalemate in the primaries and caucuses, but this year for the first time all delegates will be free from the start to ignore their pledges of support and vote for any candidate they choose.

Although more than 40 percent of the 3,933 delegate slots have been apportioned, neither Mr. Hart nor Mr. Mondale bas apparently developed a strategy for dealing with possibly the key broker, the Rev. Jesse L. Jackson.

The battle for delegates' votes reflects the standoff of the candidates so far. Each bas won claim to a distinct portion of the Democratic and independent electorates but has been unable to expand signifi-cantly into the other's. A virtual second campaign has begun for the delegates, and at times the rhetoric appears aimed as much at them as at the voters in the next round of primaries and caucuses.

Mr. Mondale tells his audiences

that be has deep roots in the Demoeratic Party, that he is a more "sure-footed" and experienced candidate, the kind, his aides argue, that Democratic candidates at all levels would prefer to have heading the nicket in November.

"When we get to San Francisco, there are very few Democrats . . . who would not be fully prepared to support a Mondale nomination," said Mr. Mondale's campaign chairman, James A. Johnson.

But Mr. Hart reminds listeners that he is the candidate most consistently supported by the independents and suburpanites was a specific dents and specific dents are specific dents and specific dents and specific dents are specific dents are specific dents are specific dents. issue," he says, "is ant who is Mr. Democrat. The issue is who has the best chance of defeating Ronald

Reagan,"
The Mondale organization has the apparent advantage of experienced operatives who helped write the party's new delegate-selection rules and advised other candidates on filing their delegate slates, Campaign officials said 15 staff members have been assigned to track delegates already selected.

Mr. Mondale also is planning

United Press International

strong follow-up efforts in states that have had first-round caucuses and are nearing delegate selection, such as lowa, Mississippi, Arkan-sas and South Carolina. The aim is not only to retain Mr. Mondale's strength but to win uncommitted participants and those pledged to

Like the Mondale organization, Mr. Harr's aides are loading computers with data on all delegates selected in primaries and caucuses so far, urging field workers to con-tact them and banking that some of Mr. Mondale's support is soft.

Mondale by nearly 300 delegates, his strategists hope to "backload" delegate support as the contests generally move west toward the Colorado senator's base and as primaries that award bonus delegates

in a delegate count, the process allows you to catch up and surpass the leader," said Michael N. Levy. a Yale University political science student on leave to run the Hart effort for delegates. "By the time you get down to California, it's

far, Mr. Mondale has 729, Mr. Hart 440, Mr. Jackson 101, Mayor Harold Washington of Chicago, a city favorite son, 35. and 325 are un-committed. There were 252 delegates at stake in Tuesday's primary contest in New York, for which earliest results were not available until after midnight GMT.

rooming black vote, Mr. Jackson already has surpassed predictions of pessimists who said before he entered the race that he would get less than 100 delegate votes. With several large primaries still to be held in states with significant pockets of hlack voters, including New York, Pennsylvania, Maryland, North Carolina and Louisiana, Mr. Jackson's strategists believe that he could win as many as 125 to 150 delegates and go to the convention

"At the convention, Mondale and Hart will need every delegate they can get," said Anita Bonds, Mr. Jackson's deputy campaign manager for field operations. "Jes-

the outcome remains uncertain.

Those who are uncommitted are only one potentially volatile por-WASHINGTON - President tion of convention-goers. The other Ronald Reagan said Tuesday he had ordered everyone in his administration to cooperate in the investigation of allegations against his counselor, Edwin Meese 3d, whom ators already chosen. All will be point for Mr. Hart and 23 percent for Mr. Jackson. Six percent said they were undecided.

That was drop of 1 percentage point for Mr. Mondale and a gain of 2 percentage points for Mr. Hart he has nominated to be attorney unpledged, but some have stated

# Father of Marvin Gaye To Face Murder Charge

this year.

Compiled by Our Staff From Dispatches LOS ANGELES - The father of Marvin Gaye will be charged with first-degree murder rather than manslaughter because "there was a significant lapse of time" between the two shots that killed the soul singer, prosecutors said Tuesday.

Deputy District Attorney Robert Schirn said Marvin Gaye Sr., 70, would be formally charged and arraigned Wednesday and prosecutors said they will ask that bail be set at \$100.000.

Earlier Tnesday, police said Mr. Gave had "pushed his father around pretty good" just before being shot to death in a dispute over insurance with the retired minister.

An autopsy showed that the singer, who would have been 45 on Monday, died Sunday of two gunshot wounds to the chest. A coro-ner's spokesman said results of routine toxicological tests would not be available for several days.

Police and lawyers, investigating Mr. Gaye's private life for clues to the killing, found that the singer was experiencing a number of problems. They found, among other things, that:

Hombie Mr. Gaye owed more than \$300,000 in alimony payments to two former wives and was struggling with income tax problems.

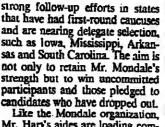
 He was facing a six-figure as-sault and battery lawsuit filed Feh. l6 in Los Angeles Superior Court by a woman who said that he had beaten her several times in late 1982 and early 1983.

• Another lawsuit was pending against his son, Marvin Gaye 3d, 17, which arose from an automobile accident last June 25, involving a car owned by one of Mr. Gaye's companies and driven by the son.

Mr. Gaye's lawyer, Howard L. Rasch, said his client was having financial problems "related back to his problems with the [Internal Revenue Service] and his bankruptcy of several years ago.

Also, Mr. Rasch said, "at times he had problems" with drugs, "but he was working at that and seemed to be doing well."

Mr. Gaye had won a Grammy Award in 1983 for his hit record "Sexual Healing," and had been



Although Mr. Hart trails Mr.

to winners come into play. "In essence ... if you're behind

going to be a battle for the nomina-tion and a battle for every single delegate." The California primary Of the 1,630 delegates chosen so

Clearly in command of a mush-

with a strong bargaining chip.

se Jackson is hringing out people, people that are voting in the Democratic Party again, those needed to defeat Ronald Reagan."

Mr. Jackson will not be the only potential power broker at the convention. Key hlocks in several states could remain uncommitted if

three days before the primary, and interviews with 297 certain voters on Monday alone showed a nearly dead heat — Mr. Mondale with 37 percent, Mr. Hart with 35 percent, Mr. Jackson with 23 percent, and 5 nominated for a Grammy again percent undecided.



The Rev. Jesse L. Jackson campaigning in Brooklyn before Tuesday's Democratic primary election in New York.

# N.Y. Race Called Close As Voters Cast Ballots

Compiled by Our Staff From Dispatches NEW YORK -As voting began Tuesday in New York state's Dem-Mondale campaigned across New York City and both acknowledged that the balloting could be very

Mr. Mondale remained favored to win the primary election, considered one of the most important of the pobtical season. It will divide up the state's 252 delegates to the Democratic Party's national nominating convention. Earliest results of the voting were not available

before midnight GMT.

The former vice president took some last-minute swipes at Mr. Hart on Tuesday, criticizing the Colorado senator's "detached, nominal record" on civil rights. However, with a new poll show-

ing Mr. Hart gaining on him in the previous few days and the Rev. esse L. Jackson running a strong third, Mr. Mondale did not sound as confident as he did Monday

Mingling with commuters at a subway station, he asked them to 'pause a moment" and consider who would best be suited to take

Later, on a radio talk show, Mr. and Texas. Mondale contrasted "my active intense involvement with civil rights" with Mr. Hart's "detached, nominal record."

The latest ABC News-Washing-ton Post poll, released Monday night, showed Mr. Hart gaining slightly. The survey gave Mr. Mondale 40 percent support among New York Democrats likely to vote, against 32 percent for Mr. Hart and 23 percent for Mr. Jack-

of 2 percentage points for Mr. Hart and 6 for Mr. Jackson over the same poll taken two days previous-

But the new poll covered the last

nis year. Going into Tuesday's contest, Lieutenant Robert Martin, chief Mr. Mondale had 729 of the 1,967

lumbia University. When asked how he would fare in Tuesday's voting be noted that Mr. Mondale tack from long range. ocratic presidential primary, Sena-tor Gary Hart of Colorado and prominent Democratic politicians former Vice President Walter F. and said, "It's going to be close."

In a short speech at the day-care center, Mr. Hart said, "This country can afford to have the highestquality day care and child care. whether federally financed statefinanced or privately financed, because if we don't, society will pay for that one way or the other down the road."

Mr. Jackson visited the Abyssinian Baptist Church in Manhattan with his brother. Charles, and mother, Helen. "The ultimate victory has already been won - we've won our self-respect," Mr. Jackson said from the pulpit.

ments and strong labor support in a heavily union state against a \$1million media blitz by the Hart Falkland Islands in 1982. Once the campaign and strong support for zones were created and potential Mr. Jackson among New York enemies notified, NATO ships City's blacks.

The stakes were high. In addition to awarding 152 delegates — the largest single prize so far — the outcome could provide crucial momentum for the winner in forthcoming contests in Pennsylvania

For Mr. Jackson, who was predicting a record turnout among mittee would require the approval hlacks, a strong showing could establish him as a major voice in Democratic Party politics. An estimated 30 percent to 35

percent of the state's 3.5 million registered Democrats were expected to go the polls.

In the closing hours of the often hrutal verbal hattle, Mr. Hart

seemed to edge toward conceding a Mondale victory. The Colorado senator moved away from his earlier predictions of victory and said he would consider a second-place finish the same as a

victory. Wisconsin also held a primary Tuesday, but it was to be a popularity contest with no impact on how the state picks its delegates. Wisconsin Democrats are to begin caucuses Saturday to determine how to divide up the first 53 of the state's 89 convention delegates.(AP, UPI)

Man Hurt in Paris Explosion

The Associated Press of detectives for the Police Department's Wilshire Division, said Mr. delegates needed for nomination, while Mr. Hart bad 440 and Mr. Gaye's mother, Alberta, 71, had indicated that the shooting culminated a father-son dispute over an insurance policy. (UPI, LAT, AP) dens Nursery School, north of Co-PARIS - A 25-year-old man belonging to the Church of Sciento-

#### uc. They suggest that in the present political environment in Western said, would probably cite the policy save his ships. Many naval officers By Drew Middleton New York Times Service

NEW YORK - Naval leaders of the North Atlantic Treaty Organization are debating whether to change an element of the rules of engagement to permit NATO ships to open fire first if threatened, alliance officials say.
At present the alliance's ships

are restricted to returning enemy fire, in keeping with NATO's defensive strategy.

Alliance officials in the United

States and at headquarters in Brussels emphasize that the present rules of engagement invite attack in an era of long-range, highly accu-rate missiles. One official said a naval commander is not now allowed to order a pre-emptive strike and is not even permitted to deploy his ships in combat formation until after he has been fired upon.

The alliance is divided over the

question. Admiral William Stavely of Britain, the commander-in-chief for the English Channel and the southern North Sea, and Admiral Wesley McDonald, NATO's supreme Atlantie commander, are said to be pushing for a change in the engagement rules. Admiral Mc-Donald said he did not wish to comment on the dispute. British and U.S. officials are said

to believe that the present rules make alliance fleets easy targets for a pre-emptive strike by Soviet missiles and bombers, which can at-

West German, Canadian, Danish and Dutch naval leaders are said to oppose any change. Their argument is that firing the first shot would be a serious departure from Behind the debate lies a growing

uneasiness about the security of the North Atlantic sea lanes in any conflict with the Warsaw Pact nations. The Soviet Union's naval building program, intelligence officials say, suggests that sizable Soviet squadrons would be at sea at the outbreak of war and that they would not besitate to fire on allied naval ships and merchantmen.

aid from the pulpit.

Another suggestion being discussed in NATO is the creation in a Mr. Mondale's political endorse- crisis of "maritime exclusion zones" comparable to the zone established by Britain around the would be free to fire on any hostile ship entering such a zone, A spokesman for the alliance's

military committee said the U.S. and British admirals had submitted the proposal for revising the rules of engagement. The next step, he said, would be staff consultations. Any revision adopted hy the comof all NATO governments. Diplomats familiar with the problem say they are not optimis-

NATO's Naval Leaders Debate 'First-Fire' Rule

#### **NEWS ANALYSIS**

aggressiveness. Unless the environment changes, they said it might ernments to act upon the proposal. cluding "first fire," that would en- major NATO naval deployments.

The administration is seeking

Another high-ranking State De-partment source said, "I doubt the administration would go forward with a major program encumbered in this way." That official said a committee amendment restricting U.S. aid to Pakistan also might sink

"We need both changed" or the administration might decide on a continuing resolution that would keep aid at last year's levels without the restrictions, the official said. The Turkish amendment, adopt-

ed Wednesday by an 11-7 vote that surprised the administration, nois Republican, was among those na homes of prominent Jews.

gate a war. Rather, he said, it is by Soviet intelligence-gathering

weapons will ever be used except in stroyed "before the commander response to attack." But the present debate, naval might appear to indicate NATO sources said, is not over giving a for Warsaw Pact navies by the naval commander the right to insti-shadowing of NATO naval forces

Europe, governments would be re- announced at a 1982 NATO meet feel that under the present restricluctant to approve any change that ing in Bonn that says. "None of our tions a NATO force could be deknew hostilities had begun."

Such an attack would be helped take months or years for some gov- about precautionary measures, in- ships. These ships keep watch on all

# Reagan Considers Dropping Aid Bill If Congress Curbs Assistance to Turkey

By Don Oberdorfer Washington Post Service

administration is considering abandoning efforts to enact a foreign aid bill this year if Congress insists on restricting U.S. aid to Turkey along lines tentatively adopted by the Senate Foreign Relations Committee, according to congressional and administration sources.

about \$15.4 billion in total foreign aid appropriations for 1985.

A senior State Department official said Monday. "If the hill gets loaded down with too many unacceptable amendments, there would be no interest in going forward. Certainly, the Turkish amendment is one we'd like to see corrected."

the foreign aid bill.

U.S. military grants to Turkey until Turkish Cypriots withdraw from a WASHINGTON —The Reagan village they have occupied on Cy-

> The Turkish government as well as Turkish Cypriots have denounced the requirement as an in-trusion into their affairs. State Department officials expressed the view that withdrawal from the village. Varosha, might be possible but not under that kind of pressure.

A State Department spokesman described the amendment as "punitive action" against Turkey.

The amendment, backed by several organizations of Greek-Americans, has touched off a struggle on Capitol Hill similar in some respects to the one in 1974 that led to congressional imposition of an arms embargo against Turkey. The embargo was lifted in 1978 as the result of a strenuous effort by the Carter administration.

Senator Joseph R. Biden Jr., a Delaware Democrat, one of the sponsors of the amendment, said he considered administration threats to jettison the entire aid bill an effort to "peel off" some of those who backed the Turkish restrictions last week.

would withhold \$215 million in who spoke and voted for the

amendment last week.

We simply have to let Turkey know that 10 years of occupation are 10 years too many, and Turkey should move now to take a significant step toward peace," he said.

The Pakistan amendment would forbid U.S. aid or arms sales to Pakistan unless the president certifies it is not developing a nuclear explosive device. Administration sources said it might not be possible to make such a certification, in view of Pakistan's nuclear program and persistent reports that it aims to produce a bomb to match that of

#### 9 Neo-Nazis Imprisoned After a Trial in Austria

VIENNA - Eight Austrians and a West German were imprisoned Monday night for terms ranging from three months to five years after a Vienna court found them guilty of engaging in neo-Nazi ac-

ing homb attacks on Jewish-owned The chairman of the committee, textile shops in Salzburg and Vien-Senator Charles H. Percy, an Illina, and similar attacks on the Vien-

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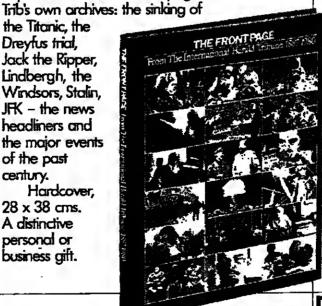
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By Walter Pincus

WASHINGTON - The Department of Energy is seeking funds to prepare a new area at its Nevada test site for larger underground nuclear tests as part of a long-term, \$3-billion program to that has been sent to Congress.

The eight-year program, outfor \$7.8 billion this year for mili-tary programs, also calls for a doutary programs, also calls for a dounuclear warheads are assembled.

Most of the increased spending, the budget documents say, is for preparation for additional underround tests as part of President Ronald Reagan's so-called "Star Wars" plan to develop a spacebased defense against Soviet ballistic missiles using laser or particlebeam weapons. One plan being explored is to use X-ray laser beams generated by a nuclear ex-

Among its projects, the Department of Energy is building nuclear warheads for the submarinelaunched Triden: intercontinental missile; two versions of the B-61 tactical bomb; the eight-inch oeu-tron artillery shell; the cruise mis-sile and the Pershing-2 medium-

It also is preparing for produc-tion of warheads for the land-based sub-launched Trident-2 missile and Standard-2 missile, according to

In Bahrain

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the Energy Department presenta-ment and test levels in future

The department's output of nuclear warneads, which is the highest it has been for 20 years, is expected to continue increasing over the next two years before leveling off, according to coogressional sources.

The Reagan administration plan expand facilities in the nation's to prepare for future expansion of ducted by 1985, according to the ouclear armory, according to bud-nuclear testing and productioo get material for the 1985 fiscal year comes at a time when public debate ficial said that moving these larger over nuclear weapons policy, quiet nuclear test shots away from Yucca since defeat of the freeze resolution Flats, the location of most tests. lined in the department's request in the Senate, appears ready to heat was required because they had run

bling of some key facilities where Democratic presidential nomina- increase in testing is reflected in the tion - Walter F. Mondale, Senator request to begin construction of \$8 Gary Hart and the Rev. Jesse L. million worth of assembly build-Jackson - are calling for a freeze ings and towers and \$3.5 million in of weapons production and a tem- additional living quarters at the Paporary hait in weapons tests. On bute Mesa test site. Capitol Hill, a bipartisan group of senators is preparing to push a res-olution calling on Mr. Reagan to k new negotiations with the Soviet Union to halt all underground

testing.
At the same time, however, administration supporters are calling for an increase in testing citing alleged Soviet violations of nuclear arms agreement and Moscow's buildup of strategic weapons over underground nuclear tests. Work is the past 10 years.

the past 10 years.

proceeding on a \$39-million simulation technology laboratory, be-Nevada nuclear test site was rec- gun three years ago, which will give ommended by a study completed two years ago, according to the a lab radiation effects such as those Energy Department budget matering a real explosion. al. At that time officials detertion of warheads for the land-based mined that buildings at the site are MX intercontinental missile; the 10 to 20 years old and "are now completely overage and deteriorat-

"Additional growth in employ-





Sun Guiying, left, and her family beside her newly purchased car in a Beijing suburb.

# First Chinese Peasant Buys a Private Car

BEIJING - A chicken farmer has become the first Chinese peasant to buy a private car, the newspaper Beijing Daily reported Tuesday.

The farmer, Sun Guiying, paid the equivalent of \$4,650 for a new Japanese Toyota. Mrs. Sun, a member of a suburban Beijing commune, sold 70,400 pounds (31,916 kilo-grams) of eggs last year and made a profit of \$18,500. The average worker earns less than

\$50 a month. Peasants like Mrs. Sun, who a few years ago would have been denounced as greedy capitalists, are now portrayed as models of success through private

enterprise and other capitalistic reforms launched by China's leadership.

Beijing Daily published front-page picture of the smiling farmer and her family standing in froot of their new silver-colored car, which it said they would use to "help make ss contacts and promote

# U.S. Senate Rejects 2 Plans to Limit Salvador Aid

By Joanne Omang Washington Post Service

budget. An Energy Department of-

being proposed to bouse major as-sembly and storage facilities at the

Nevada site for the nuclear devices

to be tested. Currently, Los Alamos

National Laboratory and Law-

rence Livermore National Labora

tory maintain separate facilities at

however, is geared to expanding

scientists the capability to create in

Not all the new construction,

out of space.

the site.

WASHINGTON - The Senate has twice reaffirmed its decision to provide \$62 million in emergency military aid to help the government of El Salvador fight leftist guerrillas, moving the compromise package another step toward enact-

But many amendments are pending that would block all or part of the aid by attaching stiff conditions, and debate has not begun on a provisioo for \$21 million to belp rebels fighting the Nicaraguan government. A final vote on the entire bill could he delayed until oext week, and a light is expected in the House.

The Senate's first vote Monday rejected, 63-25, an amendment proposed by Senator Edward M. Kenoedy, a Massachusetts Democrat. to reduce the aid to \$21 million, with 14 Democrats joining the op-

The second vote, 63-24, defeated a proposal by Senator John Mel-

cher, a Montana Democrat, to cut \$93 million than with \$62 million," the aid to \$35.4 million.

Only two Republicans, Lowell P. Weicker Jr. of Connecticut and Mark O. Hatfield of Oregon, voted for both proposals.

The Senate passed by voice vote

a Kennedy amendment unrelated to the military aid package that would provide \$7 million to help Salvadoran refugees resettle in the United States. Senator Daniel K. Inouye, a Ha-

waii Democrat, said be sponsored the compromise package to trim the Reagan administration's original request of \$93 million, because \$62 million is "just enough to keep the military in line, just enough . . for this possible democracy to de-

He said he feared that the full \$93 million would be provided, cither by the Republican-cootrolled Senate or through the administration's emergency appropriation powers, if no compromise was

"You can kill more people with

"I could be on your side support-

ing \$21 million, but we would "All of us here have over the years participated in building a military monster" in El Salvador, he said. and a total aid cut would "be a signal to unleash the hotheads" in the Salvadoran death squads.

"I doo't want that oo my con-Senator Melcher argued that the Reagan policy has oo support ex-cept in Washington. "We're squandering tax dollars for purposes that have no good goal," he said.

Senator Kennedy attacked the administration's argument that the worst policy is to give aid to El Salvador but not enough to defeat

the leftist guerrilla insurgency, This is precisely the kind of argument that kept this nation in Vietnam," he said, "and precisely the kind of argument that will bring U.S. troops into conflict in El Sal-

He urged Coogress to provide April 29 or May 6.

only \$21 million, enough to supply Salvadoran needs through the end of May, when the results of presidential runoff elections there will be known.

"I doo't think the U.S. Senate or the American people want to give millions of dollars in aid to a government headed by Roberto d'Aubuisson," he said. Mr. d'Aubuisson, one of the two candidates for president of El Salvador, has been cused of involvement in the

Senator Jim Sasser, a Tennessee Democrat supporting Senator Kennedy's proposal, noted that even if Mr. d'Aubuisson's opponent, former President José Napoleon Duarte, should win, "there have been persistent rumors of a military coup" to unseat him.

In the first round of El Salvador's presidential elections March 25, Mr. Duarte woo 43.4 percent of the vote, compared with Mr. d'Au-buisson's 29.8 percent. The runoff is expected to be scheduled for

# Trilateral Group Report On Defense, Economy **Rouses Some Objections**

By Hobart Rowen

WASHINGTON - Authors of a Trilateral Commission report calling for Europe and Japan to assume a greater share of the global costs of military and economic aid as a trade-off for a sharp reduction in the U.S. budget deficit concede there is little chance that the London economic summit meeting in June would follow such recommen-

But the former British foreign secretary, David Owen, one of three authors of the report, said at a press conference Monday that "a system of trade-offs" is the practical political way to solve the probis. He said he hoped that the London conference June 7-9 would "set on track" an agenda that would begin to solve the problems in 1985 and 1986.

Mr. Owen, along with Saburo Okita, the former Japanese foreign minister, and Zbigniew Brzezinski, the former national security adviser to President Jimmy Carter, said that the economic summit meeting also should be transformed into

Mr. Brzezinski said that U.S. policy was "polarized" in Central America and "paralyzed" in the Middle East. In those areas, he said, "European and Japanese inputs" at a summit meeting would help the United States.

The report, titled "Democracy Must Work," was the main topic of a daylong meeting of the commission, a group of American, European and Japanese businessmen and former government officials. The group was created in 1973 to bring lapan into closer relationships with the United States and Europe.

Some of the report's recomme dations were privately challenged by many of the 200 commis

members and guests.

A proposal that "target zones" be established for exchange rates to limit fluctuations among the dollar, mark and yen was criticized by the managing director of the Interna-tional Monetary Fund, Jacques de Larosiere, who said it would be better to stay with the current system of floating exchange rates.

A recommendation that Japan increase military and economic support of the West was disputed.

### Shuttle Countdown to Start

United Press Internation CAPE CANAVERAL, Florida - The countdown is to begin Wednesday for the launching Fri-

day morning of the space shuttle

Challenger on its fifth mission.

crease its contribution to the World Bank's International Development Association by \$3 billion was termed "impossible" by participants close to the Japanese govern-

But there was general agreement among Japanese and other participants that Japan should increase its economic aid to the Third World in various ways.

Among the most contentious areas of the report was the assessment that Europe lags behind the United States and Japan in technological progress. To deal with its huge unemployment problem, the report said. Europe should move to more extensive job-sharing or part-time working.

Some of the members warned that the proposal could be taken as a recommendation for a 35-hour week, and that it was the wrong solution because it would raise unit costs for labor and worsen Europe's ability to compete with North America and Japan.

## Schmidt Says U.S. **Endangers Peace** With Arms Race

and Police

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COLLEGE PARK, Maryland -U.S. efforts to achieve military superiority over the Soviet Union endanger peace and could "explode the European-American alliance. according to former Chancellor Helmut Schmidt of West Germany.

Mr. Schmidt, speaking Monday before a University of Maryland audience, said U.S. and Soviet officials should urgently oegotiate stronger ouclear-cootrol agreements to end a "highly dangerous"
weapons race that has caught Europe in the middle.

"Any attempt to secure superior-ity could explode the European-American alliance," said Mr. Schmidt, who served as the West German chancellor from 1974 to 1982. "If you strive for superiority, there's no chance of arms limita-West Germany was the scene of

demonstrations last fall against the deployment of U.S. ouclear misles in Western Europe.

Mr. Schmidt, recalling a meeting four years ago with Ronald Reagan, then a presidential candidate, said he believed Mr. Reagan's pledge to "negotiate, negotiate, ne-gotiate" with the Russians, "But I must admit 1 have [since] had doubts," Mr. Schmidt said.

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INTERNATIONAL HERALD TRIBUNE, WEDNESDAY, APRIL 4, 1984

# iense. Econom Union's First Lady Is Tough, Charming Name London of U.K. Printing Workers Forecasts More Trouble in Fleet Street We have to find a reas through reasonalt

New York Times Service

HADLEIGH, England - Years ago, when she was just starting as a trade union official, a business executive offered Brenda Dean a drink before they sat down at the bargaining table.
"I don't really drink much," she

recalled recently, "but I didn't want to be impolite, so I asked for a sherry. He told me that I was doing a man's job, and I would have a man's drink, a whiskey, or nothing. I answered that if that was any sign of his intelligence, I'd have no trouble running rings around him in the

The incident seemed to demonstrate both the charmingly under-stated side of Miss Dean's personality and the toughness that she summons with equal case when she feels it is needed. The combination has stood her in good stead, and two weeks ago she was elected over six men as the new general secretary of the Society of Graphical and Allied Trades, the biggest union in the British printing indus-

When she takes over next year, she will be the first woman ever to head an industrial union in this country, and, at 40 years of age, she a friend, "Brenda brings an unusu-

By Dan Fisher

Los Angeles Times Service

of Polish families have been target-

ed in recent weeks by the most

extensive police raids, searches and

arrests aimed at the political oppo-

sition since the end of martial law

The government dismisses re-

ports of a clampdown, but its own

ligures show that by last week the

land had doubled since the end of

last year. Official data, released by

the government spokesman, Jerzy

Urban, shows that most of the new

arrests took place in February and

the first three weeks of last month,

a period when nearly 200 people

state activities.

were imprisoned for alleged anti-

There are no public statistics on

searches and temporary detentions.

But, Mr. Urban conceded, "One

may assume from press reports that

the security services have intensi-

fied their activities against illegal

groups and their printing and dis-

Although the underground press has been the focus of the crack-

down, the arrests and searches

seem aimed more broadly at intimi-

dating influential Poles who have

refused to cooperate with the gov-

crament's program of "normaliza-

Priests, educators, writers, jour-

nalists and lawyers were among those in Warsaw targeted by the

For Magdalena Fikus, a bio-

chemist whose husband is a jour-

nalist, the worst part of the experi-

ence was the day after the police

came, when the intrusion was over

and the mixture of fear and anger

of the previous 24 hours gave way

to a sense of hopelessness.

At that psychological low point, the day after her husband had been

interrogated and their apartment

searched for seven hours, she felt

that something that had helped sus-tain the family even during the

worst of martial law had been de-

stroyed. That was the feeling of "at

least being safe in our own home," the 48-year-old mother of two told

The warrant for the search of the

Fikus apartment cited Dariusz Fi-

Kalabinski, also a journalist. Mr.

Kalabinski, a visiting fellow at Yale

University in Connecticut since

tribution operations."

tion" of the country.

security forces.

friends.

imber of political prisoners in Po-

WARSAW — Many bundreds

Poland's Police Step Up

Political Raids, Arrests



Brenda Dean

will be the youngest leader of a major union in Britain.

Miss Dean, who worked briefly for the Salvation Army before starting as a typist at age 16, has been a full-time employee of ber union since 1975. To her work, said

critic of Poland's Communist re-

The campaign is not restricted to the capital. In the first half of

March, according to sources in the underground Solidarity movement, there were at least 250 detentions.

arrests and searches in the widely

scattered cities of Wroclaw, Kato-

wice, Poznan, Krakow and Konia.

The security authorities have bro-

ken up underground groups in Tar-

now, Gdansk and other towns, the

The police actions have coincid-

ed with a general tightening of

ideological policy, such as the cam-

paign against the display of cruci-

fixes in schools, orders to cut back

on broadcasts of Western programs

on radio and television, and new curbs on publication of works by

writers, such as the Nobel Prize-

winner, Czeslaw Milosz, who are

"We learned a lesson from the

"There is a dominant feeling," a

journalist said, "that the system is

changed and that, in order to sur-

ed with the release of two Western

reports crediting the Polish au-

thorities with improving the human

In its latest survey of political

and civil rights worldwide, the New

York-based Freedom House orga-

nization elevated Poland's status in

January from "not free" to "partly

free." Poland thus joined Yugosla-

via and South Africa among coun-

tries in which Freedom House said

that "the limits of liberty are cur-

rently being stretched."

And early last month a United

Nations report by the undersecre-

tary-general, Patricio Rucdas, de-

scribed the human rights situation

in Poland as encouraging and said that there were now "favorable conditions for a reconciliation be-

tween different sectors of Polish

It is not clear why the authorities

Some Poles think it is designed

have chosen increase pressure on

to underent opposition plans for a

boycott of local elections scheduled

acterized the elections as a major

test of its efforts to re-establish the

"leading role" of the Communist

dissenters at this time.

kus's close relationship with Jacek for June. The government has char-

last fall, has been an outspoken Party in all phases of public life.

rights situation in the country.

past, that weakness doesn't pay," a

considered anti-Socialist.

Communist official said.

vive one has to adapt." -"Ironically, the latest moves to crush internal dissent have coincid-

official press has reported.

ally retentive memory for arcane facts and figures.

An industrial-relations executive said after nightlong negotiations with her, "I knew I had been hit, but I never felt the bullet."

Sogat, as the union is universally known, represents clerical workers and pressmen on Fleet Street, the home of many British newspapers and others elsewhere in the printing industry. Along with the National Graphical Association, the major printers' union, it has been embroiled for more than a decade in battles with national newspapers that have given Fleet Street a repu-tation for having the worst labor relations in European journalism.

The unions have resisted the introduction of labor-saving technology and have been accused of outrageous featherbedding.

Miss Dean said at her union's headquarters in Hadleigh, a small, Thames estuary town, that she expected more trouble in the next few years "because people's jobs are threatened, and when that happens, there is resistance to change, fear and friction." But she said would come very soon.

## Paper Says U.S. To Urge Soviet Athletes to Stay

MOSCOW - A Moscow newspaper said Tuesday that the U.S. authorities were planning to urge Soviet-bloc athletes to defect to the West when they compete in the Olympic Games in Los Angeles this sum-

The paper, Sovietski Sport, said the U.S. State Department and intelligence services had prepared instructions for agents on how to persuade the athletes not to return home. .

Special hiding places were being prepared for the athletes, the paper said.

It gave no source for its assertions, but said the defection plan tied in with a "noisy pro-paganda campaign" against So-viet athletes under way in the

journalist said, "that the system is returning to normal, that it can't be In Gun Attack in Athens

ATHENS - Two gunmen on a

motorcycle shot and wounded a

U.S. Army master sergeant Tues-

Sergeant Robert H. Judd Jr., 36,

was hit in his right hand and left

shoulder when the gummen fired at least three shots at him, police said.

hospital, according to an embassy official, who spoke on the condi-

tion that he not be identified. A

third bullet was found in his car, be

"He was shot in the wrist and in

the back," the official said, "but he

managed to keep on driving the

He was taken to Athens Higia

Group to Greece, a military aid

emergency operation.

He was "in good condition" at a

and U.S. Embassy officials said.

day as he drove along a main high-way leading out of Athens, police police said.

U.S. Army Sergeant Hurt

people say." She also has an unusu- solution, through reasonable discussion, rather than confrontaoon," Miss Dean said. "We can't continue to turn our face against the introduction of new technology. At the end of the day, and the industrial history of this country shows it very clearly, the unions will end up with less, not more."

When Miss Dean and Tony Dubbins, the newly elected general secretary of the graphical associa-tion, take over their new posts, a new generation will be in charge of the two principal print unions. They are already discussing a merg-er that would unite 350,000 work-

The association has always opposed "single keystroking" the sys-tem, already widely used in the United States, whereby journalists and ad-takers write on video terminals linked to automatic typesetting equipment. But it has begun to edge away from that view recently. Miss Dean said the essentials to an agreement are retraining programs and sharing job losses among all

bers of the 98 unions affiliated with the Trades Union Congress are women, only 3 percent of the unions' full-time employees are women. The whole culture of the British trade union movement the beer, the jokes, the songs, the sentimental links to the mines and the railroads where it all began -is resolutely masculine.

Although 40 percent of the mem-

But Miss Dean says she has never felt any inhibitions about doing her job, even when, making her first speech to a national conference, she was beckled and distracted by

"I'm a trade unionist who happens to be a woman," she said. "I think women are just as good and just as able as men, I believe in equal pay for equal work, and that's about as far as it goes."

She does not describe herself as a feminist, Miss Dean said, even though she sympathizes with most of the feminist movement's goals, such as abortion on demand. She said that many "hard-line

feminists," in her view, want to supplant men rather than work Twice Miss Dean has turned down chances to run for a seat in

the House of Commons for the Labor Party. But she concedes that "We will not give the right such a she has not completely ruled out the idea of a political career. view Monday night.

Mr. Marchais's opposition to the government's overall policy of modernizing the steel, coal, ship-building and automobile industries was a direct challenge to Mr. Mit-

Libération, a leftist daily, said Mr. Marchais and his party had virtually invited Mr. Mitterrand to program established in the 1950s. throw them out of the government the official said. throw them out of the government and had deliberately left such a

> rand needs the Communists on his side to keep the main Communistled union, the General Confederation of Labor, in line during the

industrial modernization. Mr. Marchais said Mr. Mitterrand should either reverse the steel

## The gunman escaped, and no arrests were made in the killing. station wagon to the U.S. Air Force base at Hellenikon Airport before collansing

Prisoners After Quelling Riot in Lima

the car." One source said

fire through the car window.

the British Council.

Last Wednesday, a gumman shot and killed Kenneth Whitty, 44, the

assistant cultural representative of

Hospital where he was in "satisfac-tory condition," the spokesman said. A hospital spokesman said Sergeant Judd was undergoing an LIMA — Autopsies on prisoners who took over a central Lima jail showed that most were shot at point-blank range, indicating they Police said the gummen escaped. were executed by National Guards-The sergeant, married with two men who stormed the prison to quell the uprising, Caretas, a week-ly magazine, said. daughters, works as a mail officer at the Joint U.S. Military Advisory

A professor held hostage died Monday of burns he sustained when prisoners doused him with gasoline and set him on fire in front of television cameras to press their demand for getaway cars.

The death of Carlos Rosales, who had taught immates at El Sexto jail, brought to 23 the number of deaths from the May 27 uprising. The other 22 dead were prisoners, including some who had been taken hostage by their fellow inmates, and the leader of the uprising, who apparently committed suicide when the guardsmen retook the

Caretas reported Monday that

The guns will be issued to combat "the general international ter-ronist threat," a statement from the police beadquarters said Monday. The Home Office, the ministry in charge of the police, said "fewer than a dozen" officers would be

pected to attend the summit.



# Mitterrand Being Pressed To Drop Steel Reforms

Lorraine.

he said in 1981 that steel would be

the spearhead for creating jobs in

The government now says that the industry must be streamlined to

bring it back to profitability before

But so far the measures, an-

nounced last week, have provoked

strikes and violence from steel-

workers and led three Socialist dep-

pues and a senator to withdraw

from the party organization in par

Wednesday's strike in Lorraine

which coal miners and railwaymen

are expected to join, will be fol-

lowed April 13 by a march on Paris,

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all steel subsidies in the European

Community are ended in 1986.

PARIS - President François Mitterrand was under increasing political and union pressure Tuesday to back down from his government's plan for a drastic reform of

the steel industry.

Steelworkers held sporadic demonstrations, and union leaders prepared for a 24-bour strike Wednesday in the eastern Lorraine basin. A group of steelworkers blocked a main road between Longwy and Thiorville, and others poured 150 tons of iron ore onto a rail track at

the village of Pont-Saint-Vincent, The government's plan for reform involves the elimination of 25,000 jobs over four years. The leader of the Communist

Party, Georges Marchais, called the plan a tragic mistake and urged Mr. Mitterrand 10 reverse it. But he made clear that the Communists would not pull out of the government, in which they have four min-

gift," he said in a televisioo inier-

terrand, commentators said.

He was riding in a car on a main decision up to him.

"If Mitterrand doesn't do it, he

highway leading out of the city center when the attack occurred, the will admit his dependence on the Communists and let it be known "He appears to have been alone that he still needs them," Libera-Communists' participation, he will The embassy source said two be the one who takes the initiative men on a motorcycle drove up befor the rupture." hind the screeaut's car and opened

Commentators said Mr. Mitter-

far and away

CRAZY HORSE

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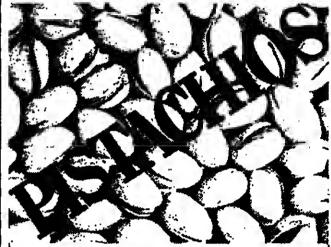
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# Submachine Guns For U.K. Summit

United Press International

LONDON - British police officers guarding President Ronald Reagan and other leaders at a three-day economic summit in London starting June 7 will carry submachine guns for the first time, according to Scotland Yard.

issued with the weapons.

In addition to Mr. Reagan, Chancellor Helmut Kohl of West Germany, President François Mitterrand of France, and Prime Ministers Bettino Craxi of Italy, Yasuhiro Nakasone of Japan and Pierre Elliott Trudeau of Canada, are ex-

most of the victims were shot in the head with small-caliber bullets, indicating they were "executed" by the National Guardsmen. It quoted one of the hostages, Magda Aguilar, a social worker, as saying: "In our presence, they executed the inmates. They were walking out with their hands in the air, and then they turned up dead."

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# A Foreign Policy Auction

In the old days people used to say, "Politics stops at the water's edge." It was in part an admonition to candidates and incumbents not to play partisan games that could damage the pursuit of American interests overseas. But it was also in part a complacent excuse, as we were to find out when what had begun as a call to responsibility finally produced a kind of reflexive habit of taking the executive branch at its word and letting it have its way in foreign affairs, no matter what. Vietnam changed that.

Congress got back into the act. Politicians stopped thinking it was reckless or presumptuous or intrusive in a Joseph McCarthyish way to disagree loudly with a president's conduct of foreign affairs. Even acknowledging that there were plenty of excesses involved, over the years we have found this renewed assertion that foreign policy is a legitimate subject of political debate and congressional action a good thing. We still do — but just barely.

For the performance of the Democratic candidates in the past few weeks has begun to make us lonesome for the old piery about politics and the water's edge. Surely the pan-dering has sunk to new depths in this election.

ls there any loreign policy position that Messrs. Mondale and Hart won't take for the sake of attracting a primary vote? Do they care how their words are received ahroad as they frantically try to outbid each other? We realize that foreign policy is not being singled out for

broad range of domestic questions they appear to be just as undignified in their competition.

We are not saying that argument, no matter how loud or tough, is undignified. The loss of dignity comes in what looks to be a nearhysterical willingness in take almost any position if one feels threatened in an exchange. On questions that affect the Middle East, U.S.-Soviet relations, arms control, military policy, the willingness of the United States to honor its commitments abroad - on all this the talk has often been last and loose and, in some cases, downright stupid. It is saying things to Arabs and Central Americans and Europeans and Soviets that can in fact have a tremendous effect on bow those peoples and governments see America and behave in relation to it.

Democratic government comes at a price, especially where the consistent, effective conduct of foreign policy is concerned. If you don't believe that, merely contemplate the number of treaties and agreements on which the United States has reneged over the years because the negotiators of one party or one position could not get their political opponents back home in agree. But the price, high as it is, seems to us indisputably worth paying. What does not seem reasonable is the way Messrs. Mondale and Hart are needlessly inflating that price every day.

THE WASHINGTON POST.

# **Deregulating the Airwaves**

constructive proposal to open up political television is only plodding along in Congress. It is Senator Bob Packwood's Freedom of Expression bill and it deserves to go faster.

The bill, reducing regulation of broadcasting, needs fine-tuning. It could drive up the cost of campaign advertising unnecessarily, and it leaves open the possibility that big firms could buy up disproportionate amounts of advertising time to lobby unopposed for public support. But those are perfectible details in an otherwise admirable proposal.

Public regulation of America's airwaves began 50 years ago because they belong to the public and there were not very many of them. That scarcity prompted Congress in say that radio and television stations must be licensed and must live up to federal standards of, among other things, "fairness" and equal time.

The fairness doctrine means that a station must devote reasonable time to important public issues and contrasting views, Equal time means that if one candidate obtains time, others running for the same office are entitled to the same. All that has meant government sticking a hig nose into journalism and politics. Such intrusion offends Mr. Packwood, a Republican moderate from Oregon who heads the Senate Commerce Committee. He thinks that the intrusions are no longer necessary. For a variety of practical reasons, he is right.

The best protection for freedom of speech has always been more speech - diversity. When there is diversity, society can trust it to police fairness. Only when diversity did not exist in the case of scarce airwaves was it necessary to establish a traffic cop. But now electronic diversity is at hand. Cable television feeds dozens of additional channels into people's homes and is reaching more bomes every day. Satellites and other new forms of trans-

mission bring in additional voices. Even the print media are becoming electron-

ic. The New York Times and others "broadcast" printing plates to satellite plants. Other publications are experimenting with videotext, written news transmitted to subscribers' home screens. The U.S. Constitution protects the print media from government interference. But now, a little bit electronic themselves, they fear infection. Some people would rather use that fact to justify new government regulation of the press than in give up old government regulation of broadcasting. The Packwood bill addresses all this technological change of cir-cumstance. It would repeal the fairness doctrine, the equal time provision and other rules, Deciding what is fair on the air would be left to the people who run the stations. That is the right approach: in diversity we trust.

Two iroublesome facets remain. The cost of television ads is driving up the cost of cam-paigns. The Packwood bill could drive it higher by undoing a requirement that broadcasters sell campaign ads at their lowest rate. The remedy would be to preserve this requirement.

which has nothing to do with content. The other problem is unfamiliar: issues advertising sponsored by wealthy private interess. Consider a hypothetical case, Congress is about to vote on a windfall profits tax on oil, If stations were free to sell wall-to-wall advertising time to people of any viewpoint, they would be likely to hear from big oil companies determined to defeat the measure at all costs. The effects on Congress could be rapid, decisive - and different than if there were more opportunity for public reflection.

American society knows a lot about television's power to sell products, but we have much less experience with the selling of ideas and issues. Prudence indicates that inserting some protection against this possibility is the first thing to do with the Packwood bill, Good politics, journalism and law indicate that the next thing to do is to pass it.

- THE NEW YORK TIMES.

# Dr. IMF's Bitter Medicine Is Good for You

P RINCETON, New Jersey — The austerity conditions that the International Monetary Fund imposes on a developing country before agreeing to loan it money are often described as "bitter medicine." True, the magnitude of the required adjustments is often considerable, and conditions dictated to particular coun-tries can be questioned. However, governments do not come to the IMF unless their economies are in trouble, and the fund's requirements are often

the best medicine around. Certainly, economic programs imposed by the fund have occasionally had unfortunate political consequences. Devaluation triggered a military coup in Ghana in 1972, and since 1977 the lifting of food subsidies has led to riots in Peru, Sierra Leone, Egypt, Liberia and Sudan. But many countries operate year after year under IMF conditions without serious political instability.

Still others comply only partly with the fund's requirements, adjusting their policies in take account of domestic political repercussions.

Nor does failing in reach agreement with the fund guarantee political stability. Michael Manley, the former prime minister of Jamaica who broke off negotiations with the fund, found be could not revive the economy and lost the 1980 elections. What are the alternatives to an

ing bribery and corruption among a few well connected people.

By Henry S. Bienen and Mark Gersovitz

IMF cure? One of the most common transfer funds abroad or obtain trade credits. They may be reduced to cumis the rationing of foreign exchange. This is meant to act as a tariff, helpbersome international barter. Others ing the developing country to cut imports and replace them with goods duced at home. The problem is that such rationing usually gives a large bureaucracy discretion over coveted foreign currency, encourag-

may find themselves unable in meet their bills with short-term borrowing and may have in depend on their own savings for capital accumulation. Some countries with large debts

may feel that such isolation is a bearable price to pay for keeping the resources that would be used in ser-Inefficient rationing means that vice their dehts. But many nations firms cannot get imported parts, in- may be divided about this: Some

Economic stabilization programs are hardly the only or even the most important cause of political instability in the developing world.

benefit are government managers, public sector employees and capitalists producing for the home market.

The alternative for a strapped developing country is in refuse to ser-vice its international debt, raising the risk of eventual repudiation. No country has chosen this path

since the 1930s, but the possibility has ignited speculation about creditors' retaliatory weapons. Debtors may find that they can no longer

dustrial production is idled and peo-ple lose jobs. Often the only groups to benefit are government managers, while others will feel that they would benefit from repudiation. Clearly, this would increase the prospects of political instability.

But economic stabilization pro-

grams are hardly the only or the even the most important cause of political instability in the developing world. Argentina's military regime was de-posed for political not economic reasons: It had been discredited by the Falklands war and by popular anger at its repressive policies. Meanwhile, Chile's military regime has main-tained control and even rallied the middle classes despite the severe austerity measures it has imposed.

In the Philippines, the assassina-tion of opposition leader Benigno Aguino has had far more destabilizing effects than President Ferdinand Marcos's support for economic poli-cies designed to meet IMF conditions. And not even the repressive Marcos regime has been able fully to implement the fund's conditions. Repressing political opposition is not a necessary or sufficient condition

for implementing coherent economic stabilization policies. The relationship between political instability and the imposition of IMF conditions is at best a tenuous one. A regime's human rights record, the reach of its bureaucracy, the style and competence of its leaders and the strength of the economic groups it must control -all will affect its ability to implement stabilization programs. Automatically blaming the IMF for political instability in developing countries is merely blaming the messenger who carries the bad news.

Mr. Bienen is professor of politics and international affairs at Princeton University, Mr. Gersovitz is a research economist there. They contributed this comment to The New York Times.

# Inflation diling the Seems to Be Returning

By Milton Friedman

S TANFORD, California — Dur-ing the 1980 American presidenual campaign, both Democrats and Republicans proclaimed inflation to be the number-one problem. "Dou-hle-digit inflation" became a household term. During the current campaign, the inflation issue is notable by its absence - except for Republican boasting about conquering it.

Indeed, the reduction in inflation has been remarkable. In the summer of 1980, consumer prices were rising at a rate of more than 12 percent per

year: in early 1984, at 5.5 percent.

In the main, the candidates, the public and the press take it for granted that inflation is under control. In my view, the declaration of victory is premature. It looks more and more as f inflation will soon be the numberone economic problem again.

Inflation over any substantial peri-od is predominantly a monetary phenomenon. Prices rise mainly in response in a rapid increase in the quantity of money. The response is not immediate. For at least the past century it has taken about two years in America and Britain for a monetary explosion to be reflected in higher inflation, or a monetary slowdown in lower inflation. Neither the timing nor the size of the response is uni form. Inflation is affected by many other forces, especially the public's perceptions about future inflation.

In the early stages of an inflationary episode, prices tend to rise less rapidly than the quantity of money. As the public becomes aware of what is happening, inflation tends to feed on itself and prices rise more rapidly than the quantity of money. When monetary growth slows, inflation at first often responds sluggishly, but once the public becomes persuaded that inflation is headed down, that, too, feeds on itself and inflation falls much faster than monetary growth.

Both propositions are illustrated by recent experience. From the fourth quarter of 1977 to the fourth quarter of 1979 the quantity of money grew at the rate of 7.8 percent per year, Two years later (1979-1981) in-flation hit 9.4 percent. From 1979 in 1981 monetary growth slowed to 6.2 percent; two years later (1981-1983) inflation slowed to 4.2 percent.

The more drastic slowdown in inflation than in prior monetary growth partly reflects the usual tendency for a reduction in inflation, like an acceleration, to feed on itself. But an additional factor was also at work. The monetary slowdown was exceptionally erratic and as a result so were interest rates and the economy, Increased uncertainty enhanced the public's desire to be liquid, which produced the unusually severe and long recession of 1981-1982 and the sharp slowdown of inflation.

The rate of monetary growth over the past two years explains why the claim of victory over inflation is premature. Monetary growth jumped to 9.5 percent — higher than in any other two-year period since at least the end of World War II. Higher inflation is sure to follow.

The early signs are already here. Consumer prices rose by 3.3 percent in the first half of 1983, 4.8 percent in the second half and 5.5 percent in the first two months of 1984. Otherbroad price indexes show a similar pattern. We shall be fortunate if prices are not rising in the 7-to-10percent range by the fourth quarter and in double digits by 1985.

If that unfortunate development does occur, a newly elected or reelected president, under great pressure to stop the inflation, will have no casy out. A monetary squeeze would ultimately stop the inflation, but in the meantime it would stop the boom in its transfer or the meantime. in its tracks and produce a recession. A siren call for price and wage controls would once again befoul the air. Such predictions make investors

The public's memory is short —
and so is the politician's planning
horizon. By 1985 is will have been been horizon. By 1985 it will have been 14
years since Richard Nixon imposed,
price and wage controls to stop an
"unacceptable" 4.5-percent inflation years since Richard Nixon imposed,
price and wage controls to stop an
"unacceptable" 4.5-percent inflation
in consumer prices; and more than a decade since the controls collapsed in a burst of inflation that inpped 15 percent. It will be only four years since the monetary squeeze that ended the most recent inflation produced a long and severe recession. a burst of inflation that inpped 15

A Democratic president elected on a platform of full employment and low interest rates would be especially. tempted to repeat a Republican president's greatest mistake.

The writer, senior research fellow at . the Hoover Institution, contributed this comment to The New York Times.

# Lebanon: Reagan Flip-Flops

By Tom Wicker N EW YORK — Despite his ef-

forts to conceal it in lofty diplomatic language, Ronald Reagan's flip-flop in Lebanon is visible to anyone who wants to look. But does anyone really want to lonk? Or will Mr. Reagan, with an engaging smile and an old soft-shoe, once again dance away from responsibility? Only two months ago he suggest-

ed that Speaker Tip O'N-ill was "ready in surrender" by withdraw-ing the marines, Now Mr. Reagan has given the speaker and the president pro tem of the Senate formal notice that he has withdrawn the marines — a 180-degree reversal.

Last October, after 241 marines were killed in a truck-bombing of their barracks, Mr. Reagan insisted that keeping the force in Lebanon was "central in our credibility on a global scale." Even before that he had discovered an American "duty to stop the cancerous spread of So-viet influence" in the Middle East and to save the region from being "incorporated into the Soviet bloc."

A month before the president's slur on Mr. O'Neill, a report from a Pentagon commission of inquiry warned him that his "expansion of our military involvement in Lebanon greatly increased the risk to" the small marine contingent. The report cited "an urgent need for reassessment of alternative means" to achieve U.S. goals in Lebanon.

Mr. Reagan did nothing. Then in March the Lebanese government quite predictably reached a state of forced to move the marines from hand in Lebanon for 18 months; their exposed position on land to the safety of U.S. ships offshore. and although that resolution might have been reconsidered had he not That, bowever, was not a withdraw-



Would anyone whose credibility has not been trimmed please raise his hand? was repeatedly warned were unai-

Here was another in a long string of contemporary political perver-sions of language to conceal or dis-tort reality. The redeployment, moreover, was accompanied by much ringing rhetoric about how

But now the flip-flop is complete. Mr. Reagan has decided to "termi-nate the participation" of the marines in the mulunational force that had been in Lebanon since 1982. The cost? The lives of 264 marines, combat wounds for 137 more and roughly \$60 million - not to mention an apparent decline of the Reagan administration's credibility throughout the Middle East.

For all of this Ronald Reagan has no one to hlame hut himself, despite George Shultz's forlorn attempts to throw the hlame on Congress and on the War Powers Act. Whatever the deficiencies of these institutions, Congress in fact voted in Ocacted first, it was his policy that tainable goals. In a country that has known little peace for a decade, he thought the warring religious fac-tions could be reconciled. In a divided country that has scarcely ever known stability, he tried to achieve it under a weak, American-supported Christian government. In a land where Syria has strong interests and historical claims, he worked to exclude Syria from a voice in Lebanon's future. And in a situation in which Soviet backing for Syria inevitably produced significant East-West ramifications, he thought a "peacekeeping force" of U.S. and NATO troops was appropriate. Second. Mr. Reagan never ade-

quately explained - not even to the satisfaction of that Pentagon commission - what he expected the marines to do, or how part of a "peacekeeping force" could properly support just one of the several

Third, by his overblown ribetoric about U.S. "credibility" — which should never have been staked on a who kept them there at inordinate few hundred marines deployed with al or a retreat; it was, as Mr. Reagan failed, not the nerves of Congress. no clearly stated mission in a posi-insisted, only a "redeployment." First, Mr. Reagan sought what he

cumstances that might easily have been foreseen, given Lebanon's troubled history, forced him to take the action he had termed surrender - the action he had declared would damage U.S. credibility. But Mr. Reagan has demonstrat-ed an unmatched ability to cloak his

politically -- Mr. Reagan laid a

trap, then walked right into it. Cir-

mistakes in John Wayne phrases like "stand tall" and "stay, the course," and a long-frustrated nation bas apparently been so hungry for the kind of tough-guy policy be has given it in the Caribbean, Central America and the Middle East that he may escape political respon-sibility for the fiasco in Lebanon. Walter Mondale and Gary Hart

seem too busy bushwbacking each other to make the case. The press and Congress seem generally convinced that the people don't want Mr. Reagan criticized too severely.

cost, long past whatever hope of success there might have been. . The New York Times.

## France and the Lebanese

France has largely preserved its image in the region. The French contingent did not leave Beirut under shellfire or amid insults from the population. All the same, the experiment of the multinational force has ended in failure. Never before has Syria beld so many cards. A unified, sovereign Lebanon is still unsighted. The West's image has not emerged intact, least of all that of the United States.

The damage will be hard to undo. Paris is left holding only one trump card, and with it comes a responsibility: France is at present the only Western country that maintains confident relations with most of the actors in Lebanon's drama. For that it can thank those of its soldiers who accepted death so that Lebanese might kill each other a bit less.

- Le Monde (Paris).

### Primaries Serve a Purpose

To judge by Gary Hart's scramble for Jewish votes, he now understands the importance of broadening his appeal; Walter Mondale realizes that he must be less bland, more pug-

1909: Pope Alters Conclave Rules

ROME - Pius X has introduced an important

change in the method of electing his succes-

sors. The rule was as follows: When, after the

balloting, it was found that no candidate had

obtained the necessary two-thirds majority, cardinals were allowed to change their votes.

Pius X has abolished this method of election.

At the same time, however, he has taken mea-

sures to expedite the election. The cardinals

have been allowed to hold only two ballots a

day, one in the morning after Mass, the other

in the evening. The new ruling provides for

four ballots, two in the morning and two in the evening. Thus a papal election will take half

the time occupied during the last seven centu-

ries. It is said that this change arises out of an

incident at the last conclave.

nacious, but he still seems oblivious of the need to attract the support of "new Democrats." That may not, in the event, be necessary merely to win the nomination. But the real prize is the presidency. If the Democratic nominee is to take that, he will have to extend his reach into his current opponent's group of supporters, as well as into the Reverend Jesse Jackson's "rainbow coalinon." The possibility that neither Mr. Hart nor Ms. Mondale can do so already has people speculating about the party turning, at its convention in July, to

and do it. If not, the Democrats will probably go down in defeat. Should that come about months before the election.

- The Economist (London).

FROM OUR APRIL 4 PAGES, 75 AND 50 YEARS AGO

Other Opinion

someone completely different. That is unlikely. More probably, one of the two front-runners will see what has to be done

the cry will no doubt go up that the Democrats did themselves in by going for each other so fiercely in the primaries. That would be the wrong lesson in draw. The primaries have shown that none of the candidates yet has the hreadth of appeal to bind the party together and topple Mr. Reagan. Fortunately for them. the primaries delivered this message seven

1934: Pravda on U.S.-Japan Strains

MOSCOW — A note sent by Koki Hirota, Japanese foreign minister, in Secretary of State Cordell Hull, requesting the cooperation of the United States in settling Far Eastern

problems, is merely one phase of diplomatic preparation for further Japanese military sci-

zures on the Asiatic continent, and "Hull's

courteous reply is not worth more than the paper it is written on," declares an editorial contributor in the newspaper "Pravda." "Hav-

ing sought for 40 years to strengthen its posi-

tion in the Pacific," continues the contributor,

"the United States will not relinquish its posi-

tion there without a struggle, just because that is the frank desire of Tokio. This diplomatic

move hy Japan does not by any means signify

a weakening of the imperialist struggle."

#### Interest Rates: The Gloom Seems to Be in Order bond rate above the record 15.25 per-By Hobart Rowen cent of 1980, Mr. Wojnilower says.

WASHINGTON — The alarm bells are going off all through the White House as interest rates rise and give every sign of continuing up-ward. This is a reminder that the "most sensitive nerve in the body is the pocketbook nerve," as Harry Tru-man used in say at the train station in that era when candidates traveled, sensibly, by rail. Many other things have changed since Truman's day, but not that basic truism.

Clearly, President Reagan's political managers fear that interest rates will continue to climb, shutting po-tential home-buyers out of the mortgage market, depressing newly re-vived auto sales and, in general,

Lyn Notziger, Mr. Reagan's jack-of-all-trades, says the \$220-billion deficits are "of no concern" so long as they don't affect inflation and interest rates. Mr. Reagan will be re-elected "if Republicans don't get overconfident and sit on their hands" and "as long as the economy contin-ues to improve and we don't get into a silly little war somewhere."

There may be other factors that Mr. Nofziger didn't mention. The question of moral insensitivity, illustrated by presidential counselor Ed Meese's troubles, could hurt Mr. Reagan if the wound is allowed to lester. But economie issues, and especially high interest rates, could be the swing factor in November.

At the depth of the recession in 1982 the Democrats were convinced that high unemployment and the general economic disarray associated with high interest rates then prevailing would work to their benefit in 1984. Although the economy has bounced back faster than either the White House or the Democrats envisioned, the recovery is uneven.

Substantial unemployment remains in the old smokestack industries. A huge trade deficit hurts exports. And the hudget deficit problem has worsened to the point where the thought of a \$300-billion deficit in the late 1980s is no longer a figment of someone's crazed imagination of someone's crazed imagination of someone's crazed imagination of the second of the solution of the second of the seco

ICSU and UNESCO

(March 27) by Walter Sullivan:

tion has been that prosperity is re-turning, the economy is booming. At least, until now. The one thing that

The financial resources of ICSU are very small; the official hudget of the entire ICSU family is only 10

can quickly stifle that sense of pro- notes as recently as 60 days ago. The gress is higher interest rates. Housing experts at a conference of percent, one point over a year ago. the Mortgage Bankers Association
In part this reflects booming ecolast month predicted that fixed conlast month predicted that month ventional mortgage rates, which were concern in the financial market about around 12.5 percent as recently as the political unwillingness in deal May 1982 and which have now risen with the deficit. And it reflects Feder-

the end of the year.

The recent surge of housing starts

— an annual rate of 2.2 million in January - cannot be sustained if mortgage rates start a such new climb. Housing experts think that consumers close their pocketbooks at

somewhere around 14 percent. Other interest rates are also creeping up. The Treasury recently had to

pay 12.07 percent for new four-year

to 13.5 percent, will soon pass the 14-percent mark, then hit 15 percent by modest increase in interest rates. The two most famous gloom-and-

doom boys in Wall Street see a further unward trend in interest rates as inevitable. Henry Kaufman of Salomon Brothers predicts two separate 12-point increases in the Fed's discount rate. Albert Wojnilower of First Boston Corporation predicts an intermittent rise in interest rates until around election time, "After 1984, notes, or a full percentage point over the 11.05-percent yield on four-year cally," pushing the 30-year Treasury interest rates will rise more dramati-

prime rate has been boosted to 11.5 uneasy and raise the blood pressure of Treasury officials who believe that Wall Street can create a case of selffulfilling jitters. They also pray for some kind of package deal to cut the budget deficit that might help calm financial markets. But don't bet on it. The chairman of the Senate Budget Committee, Republican Pete Dome-

nici of New Mexico, said candidly the other day that it is too late in do anything about the deficit this year, and probably next year as well. So to the extent that President Reagan is looking for some way of holding back the interest-rate surge.

he is not going in get help from the deficit-reduction side — this year or next. That makes Mr. Wojnilower's grim interest-rate prediction for 1985 and beyond look pretty sound. The Washington Post.

effort, the two together cooperating Arafat and Jesus

influence that you attribute to the United States in UNESCO during made in kind by the thousands of scientists and hundreds of laboratothe past years, I would like to stress that the United States has always played an active role, together with its colleagues, in charting ICSU's course. An American has at all times served either as an officer or as a member of the executive board.

> Walter Sullivan's report poses a problem and then refutes, by quoting Dr. Walter A. Rosenblith, a possible solution: that of building up the International Council of Scientific sword along the road on which today the Palestinians carry their cross." Unions to enable it to promote international cooperation in sciences.

ICSU may lack money, but its scientific authority cannot be disputed. ICSU and its member unions are gentime to their public image.

In response to the column "The Re-markable Resilience of Chairman Ara-fat" (March 9) by Flora Lewis: In the past 2,000 years there have

been numerous images of Jesus of Nazareth, but Yasser Arafat's Jesus Christ Superfedayin is among the more bizarre. This is not the first time he has represented himself in the role of Jesus, and the modern Arab Palestinians as descendants of the Jews of Judea opposing imperial Rome.

At a UN conference on Palestine held in Geneva, I heard Mr. Arafat

tell journalists the same fable last Sept. 2. He concluded, with a winning smile: "Jesus Christ was the first Pal-

relations advisers were less refined. and Geneva authorities banned admission into the canton and display erally too busy with science to devote nailed to a Star of David, with the of Fatah posters representing Jesus caption, "Palestine."
D.G. LITTMAN.

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# Regarding the report "U.S. Defenders of UNESCO: Scientists Say Agen-

independent international non-gov-ernmental organization created long before the UN system existed. In its present form, ICSU - com-

academies, as the report states, but and the International Biological Pro-also of 20 international scientific gram, carried out with very low ad-

UNESCO activities being mainly based on its large staff and that of ICSU predominantly on voluntary

# LETTERS TO THE EDITOR.

cy's Role in Research Is Critical" The International Council of Scientific Unions (ICSU) is not a UN agency, as the article asserts, but an

posed not only of national science unions and 17 interdisciplinary committees - was set up in 1931. It played an active role in putting the "S" in UNESCO when the latter was formed in 1946. Since then it has

The financial resources of ICSU

#### percent of that of UNESCO's science program. But, in be complete, a cata-log of ICSU financial assets should in worldwide joint programs. Although I question the degree of include the value of the contributions

ries and institutions that participate voluntarily in ICSU programs. Cal-culated in this way, ICSU's resources would be impressive indeed. Equally impressive would be its achievements in organizing major international scientific projects such as the International Geophysical Year

gram, carried out with very low ad-

ministrative budgets, with a small but efficient staff and with the active cooperation or large numbers of scientists throughout the world. The total number of salaried staff servicing all ICSU bodies is only about 30 persons. Of course, much voluntary effort is contributed by scientists and institutions throughout the world cooperating in UNESCO programs; indeed, UNESCO and

ICSU play a complementary role,

STR JOHN KENDREW President, ICSU. St. John's College. Oxford, England

FRANCES DELANY.

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# ARTS/LEISURE

# Return Derailing the Lloyd Webber 'Express'

By Sheridan Morley

T ONDON - If you can imagine what it must be like to be locked up for more than two hours in a roller skating rink with a lot of acrobatic dancers while they prepare for the Eurovision song contest, you will have some idea of the success, and my distike, of Andrew Lloyd Webber's "Starlight Express" (at the

There is no doubt that this is a major international moneymaker that will rival and possibly

#### THE LONDON STAGE

even improve on the track record of LLoyd Webber's four previous musical hits, though where they had T.S. Eliot or Tim Rice or the Bible to help them along, this one has nothing but a lot of brilliant technical engineering. From the moment you enter the theater and see the model trains running around the stalls you know you are in for an evening at Disneyland, and nobody (not even the lyricist, Richard Stil-

What we get instead, thanks largely to the lighting of David Hersey and the sets of John Napier, is a mindless spectacle of stunning stage management but oo actual theatrical intensity start to think that the piece has been written by

cally and set off on frantic chases around the ture. building. But as these chases are necessarily often out of sight, video screens are solemnly lowered and you are invited to watch a hazily and inadequately photographed replay, which stops the show dead in its tracks for upwards of five minutes at a time.

somewhere over £2 million, expected to be recouped after a year's playing to the capacity houses they are certain to get), but it is as artistically dead as a landing strip.

One 10-minute sequence in "Cars," called "Skimbleshanks," said all that needed to be said about humans pretending to be trains, and said it with more wit and intelligence than is to be found in the whole of this sprawling epic.

There is some point in doing a show about goe) seems to be pretending that they've got a book or a plot or even a single idea about trains only if you have some point to make about them, and apart from mild regret at the to be followed through. Webber nor Stilgoe has any more to say about them. There is only a certain oumber of times a chorus can sing "Freight is great" before you

of any kind. Roller skating tracks have been as well as for roller skates, and a series of epic built, at a cost of more than £1 million (\$1.43 final choruses starting early in the evening and million), around the perimeter of the theater, interrupted later only by the occasional chase thus allowing the cast to leave the stage periodi- around the building do not add up to a struc-

Most of the best performances are given by the scenery, which lights up, moves around and generally has all the good parts. There's a lot for the eye here, and one or two good songs for the ear, but for the mind absolutely nothing at all. A five minutes at a time.

"Starlight Express" is programmed, computerized and constructed with all the brilliance at Lloyd Webher's financial disposal (a budget of somewhere over £2 million, expected to be refigure, you realize what kind of show this could have become if it had been left to human beings.

Despite the involvement of Trevor Nunn as director - he has clearly achieved one or two moments of intelligent humanity — the overall impression of "Starlight Express" is of being invited by a millionaire to watch him play with some extremely expensive, ingenious but ulti-mately wasteful toys. If the money and talent involved here had gone out and found a show, instead of a project that is one of the most mindless displays of energy since the marathon dances of the Depression, "Starlight Express" might have been something to cheer. As it is, I had been it will make anough most to allow just hope it will make enough money to allow LLoyd Webber to get away from the electronics and back into the theater where he belongs.



Jeff Shankley (Greasehall) with a bevy of admirers in "Starlight Express."

# Hugh Hudson's 'Greystoke': Tarzan Comes of Age in a Wonderful Original of a Film

"Greystoke: The Legend of Tar-zan, Lord of the Apes," is "unlike any other Tarzan movie you've ever seen," says Vincent Canby of The New York Times. "It is a wonderful original, a series of variations on themes suggested by the Burroughs stories but never considered in any

Written by Michael Austin and P. H. Vazak, and directed by Hugh Hodson, who did "Chariots of Fire," the film stars the late Sir



MOVIE MARQUEE

pregnant wife (Cheryl Campbell) are reductantly sent off on a voyage to Africa by his father, the sixth Earl of Greystoke (Richardson). When they die, their 6-month-old baby is adopted by an ape who has just lost her own infant. "This jungle section is enthrall-

ing. By the time we have watched the boy grow into maturity, it is impossible to keep any disbelief at all. It is extraordinary work on the part of the primate actors, their choreographer (Peter Elliott, cho-reographer of Quest for Fire) and their primate coach (Dr. Roger Fonts, known for his work with the chimp Washoe)," says Benson.

the process of growing up. In this film Tarzan loses not one father but three. Though he finds the love of a sweet young woman named Jane Porter (Andie MacDowell) in England, be also finds himself caught in terrifying fashion between two ways of life. 'Greystoke' so vividly demonstrates Tarzan's dilemma that at the end of the film, whatever decision be makes must inevitably be a tragic one. We've come a long way from 'Me Tarzan. You Jame.' Just 70 years after his conception, Tarzan has grown up."

"Misunderstood," directed hy Jerry Schatbzerg, shows the emotional problems that develop when Canby, who also has trouble telling a father (Gene Hackman) suddenly the real chimpanzees from the finds himself widowed and alone small actors in chimp suits, writes with his two sons, played by Henry that "though the African sequences are splendid, they are also some 5. Janet Maslin of The New York times explicitly brutal and, what's Times says: "Their antics, both to-more surprising, very sorrowful." gether and with their screen father. gether and with their screen father, Both the character of Lord provide the film with its ony raison

C APSULE comments on films Ralph Richardson as Lord Grey- Greystoke and Sir Ralph's richly d'être, as the drama moves toward stoke, and, as Tarzan, a young funny, moving performance domits sole revelation: that a father nate the film and give point to the oeeds to love his children and chiltopher Lambert. Sheila Benson of tribulations of Tarzan when he is dren need to feel loved." Maslin the Los Angeles Times calls him brought to England to become also says, "There is so little real superb, with a watchful intelliLord John Clayton, the old earl's plot or feeling to the film, in fact, gence that never leaves his eyes." The story begins when Jack

"At times," says Camby, "'GreyClayton (Paul Geoffrey) and his

stoke' seems to be an inventory of
all the losses a child can endure in
hold the audience's attention, there wouldn't be a movie bere at all."

> "Police Academy," directed by Hugh Wilson, "is a rude, crude, noisy, sometimes disarmingly funoy. liberated-sexist low come-. . . 'Animal House' redecorated as a school for police officers," says Vincent Canby of The New York Times. The woman mayor of a mythical U.S. city decides to abolish all entrance reattracting a diverse range of characters. "The movie," says Canby, adopt a young Christian boy from an orphanage. Set in 1943, the film quence to the next with the momentum of a freight train." The

Directed by Richard Benjamin

cast includes George Gaynes, Steve Guttenberg and G. W. Bailey.

## Bikers Blessed In California Rite

The Associated Press

than 1,000 motorcyclists thundered into San Jose for the third annual

away as Nevada and Oregon, lined up outside the Gold Rush tavern to be sprinkled with holy water and blessed by the Rev. Alfred Kelly, a

"It can't burt," said Chuck Nor-

and written by Steven Kloves, tudes to the Spanish Civil War, material in on-screen interviews "Racing With The Moon" concerns features testimonies of 11 veterans which are supported by ocwsree the growing up of two high school of the Lincoln Brigade, a small volgraduates preparing to join the uniteer force that went to Spain to U.S. Marines in the winter of 1942- fight for the Loyalists. It is pro-43. Starring Sean Penn and Nicolas . duced and directed by Noel Bruck-Cage, it "moves between comedy ner, Mary Dore and Sam Sills. Vinand drama with assurance," says cent Canby of The New York Vincent Canby of The New York Times, "never pulling its punches or reaching for the easy laugh, and somehow managing to suggest sadness and loss even in the most blissfully romantic sequences." Canby Moon Sect Starts says Benjamin "finds just the right mixture of giddiness and bewilderment in the material and in the

young actors."

**Publishing Firm** New York Times Sernce

NEW YORK — The Rev. Sun Mynog Mooo's Unification "The Revolt of Job," directed by Church has started a book publish-Imre Gyongyossy and written by Barna Kabay, is the story of a Hun-garian Jewish farmer who, after losing seven children, decides to ing company in New York whose editorial board includes prominent scholars associated with some of the United States's leading univer-

The oew company is called Parashows how Job (Ferenc Zenthe) gon House. Its officials say they are working on an amhitious schedule teaches young Lacko (Gabor Feber) about his life, his values, backed by a five-year, \$5-million and his God, in the hopes that he will be able to carry on his tradition

budget.
"Our intention is to publish seriand possess his legacy. Janet Mas-lin of The New York Times says, "The cast is attractive, as is Gabor ous ponfiction, and our model will be university presses," said Frederick E. Sontag, the Robert C. Deni-Scabo's moted cinematography, and the film has a bucolie charm." mona College in Claremont. California, chairman of Paragon's "The Good Fight," a documenta-ry reflecting various American atti-

which are supported by oewsreel footage. 'The Good Fight' is both sorrowful and inspiring."

ca" tells the story of 15 sled dogs inadvertently left behind in 1958 by a Japanese scientific expeditioo to Antarctica. Lawrence Vao Gelder of The New York Times writes, "It's a very simple story — displaying first the talent and heroism of the dogs, their abandonment (chained to the ice), the shame and grief of their handlers, the dogs' dventures and the eventual return of the men to discover the dog's fate. ... It is a beautiful movie. which is not to say that it is a fine one." Ken Takakura and Tsunehiko Watase portray the scientist-

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# Bellini's 'Capuleti' Beautifully Sung

By Henry Pleasants

International Herold Tribine r ONDON - The Royal Opera, L' Covent Garden, is staging Bel-lini's "I Capuleti e i Montecchi" for the first time since 1848. After the premiere, a senior critic observed: If I don't have to hear it for another 140 years it will be all right with me. It's so trivial!"

But that was a minority opinion by one who as an operagoer looks more for substance, especially or-chestral substance, than singing. What we had heard may have been wanting in substance, but it had been so beautifully sung by Agnes Baltsa as Romeo and Edita Gruberova as Juliet, so lovingly played by the Royal Opera Orchestra and, above all, so incisively and solicitously conducted by Riccardo Muti that the performance provided substance enough of its own.

No need to argue that "I Capu-leti e i Mouteochi" is a great opera, or even on a par with Bellini's sub-sequent "I Puritani," "La Sonnam-bula" and "Norma." It was put together in six weeks for Venice in 1830, with Bellini caunibalizing a recent failure, "Zaira." His librettist, Romani, did likewise with a libretto written five years earlier for Nicola Vaccai's "Giuliette e Romeo." Uoder the circumstances, it is surprising that it turned out as well as it did.

What has worked against it, and kept it out of the repertoire, is that Romeo is sung by a mezzo-sopra-no. There was oothing odd about the harmonization and instrumenthat in Bellini's time. Indeed, we accept the anachronism for Cheru-bino and Octavian. But it has not ed to sustain the vocal line. The

Romeo as a tenor, which had a tended it to and as Muti and his fleeting vogue in the 1960s. (One of his Romeos was Pavarotti.) But the recasting violates the blending of

comes across as anachronistic.

and reveal their inherent eloquence.

been felt to be right for Romeo.

This was acknowledged in a version by Claudio Abbado, casting contribution counts, as Bellini in-

the two female voices that is one of Bellim's most treasurable accomplishments io this opera. lo this new productioo Baltsa moves so well, is costumed so well and sings so well that there is never a rona. moment when a female Romeo

It is commonly held against Bellini — comparing his operas with those of Verdi, Wagner, Strauss and even Rossini — that he is harmonically unadventurous, that his instrumentation is thin. All that is true enough, but he is supreme in his writing for the voice. He had great singers in his time — Grisi, Pasta, Rubini, Tamburini, Lablache — and it takes great singers to mold and shape his vocal lines

Baltsa and Gruberova -- the latter making a shamefully late Co-vent Garden debut, and astonishiog everyooe with a lyricism unexploited in ber familiar performances elsewhere as Zerbinetta and the Queen of the Night - are such singers. So is Dano Raffant, an Italian tenor also making a Co-vent Garden debut, as Tybalt. The basses Gwynner Howell and John Tomlinson provided fine singing as

Given such singing, and acting, tation fall into place. The harmonic



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players see that it does, especially the horns and clarinets. Pier-Luigi Pizzi's production and

designs are conservative and mercifully unobtrusive, except perhaps for some constantly resituated Corinthian pillars that are rather too mooumental for 13th-century Ve-

Further performances April 5, 10, 13 and 16.

SAN JOSE, California. - More Blessing of the Motorcycles. kers, some from

Roman Catholic priest.

man of Monterey. Said Kelly: "Anything can be blessed. If they want 10 come and ask God to take care of them, what can yoo say?"



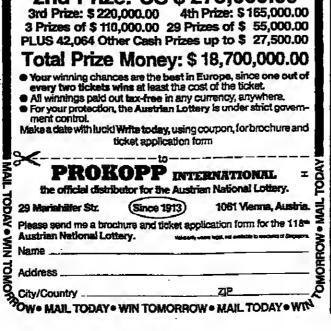
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By James M. Markham

New York Times Service PRAGUE—There is a wall in the heart of Prague, not far from the Vitava River, where intrepid spirits once scrawled graffiti against the Soviet-led invasion that 16 years ago crushed a spring of hope in Czechoslova-

These days another victim is memorialized on the low wall. His name is routinely painted out hy disapproving authorities, but then ... defiantly daubed again: John Lennon.

It is not clear whether the slain rock star is intended as a metaphor for the stilled Prague spring of 1968, when hopes hriefly blossomed for what was called "communism with a human face." But this spring the name of the dead singer seems an apt emblem of a popular retreat into despair under what many diplomats regard as one of Eastern Europe's most servile and least imaginative Commu-

The city of Prague, a Gothic and Baroque masterpiece unscarred by this century's wars, is so beautiful that on sunny days it seems to triumph over mere politics. Amid a fairyland of peaked, gold-knobbed courch spires and twisting, cobbled streets, one of the communist world's best-dressed and best-fed populations goes about its daily rites.

The food shops and department stores are well stocked with goods from the Soviet bloc. A shipment of bananas, just in from Nicara-gua, disappeared from the official shelves to be retailed on a thriving under-the-counter

Travel bureaus promote a glistening summer along Yugoslavia's coast. A special passport is needed for Yugoslavia, though, since lately a number of citizens have been slipping from vacations on the Adriatic to the West.

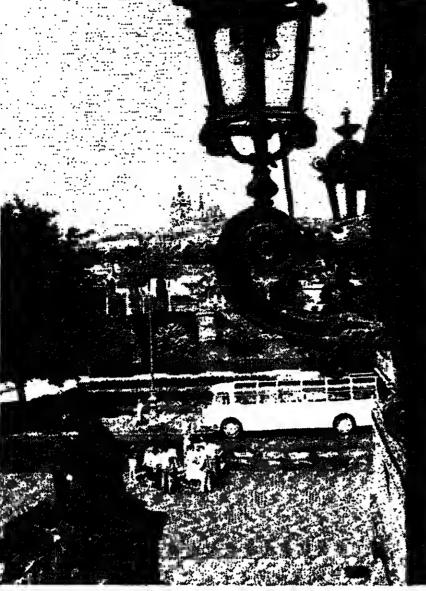
Since being imposed by the Soviet Union in 1969 in the name of "normalization," the leaders who still preside over Czechoslovakia seem to have struck a rough bargain with their 15 million compatriots. The politically silent majority is permitted an easy life, per-haps the highest living standard in Eastern Europe and certainly a work ethic that is one of the regioo's least exacting; a tiny popula-tion of dissidents is systematically hounded, bugged, interrogated and, when all else fails,

Western diplomats posted to Prague are charmed by the good opera and occasionally imaginative theater but numbed by the catatonic pace. Nothing much happens in Czechoslovakia, and political life consists of a seemingly deliberate stalemate between pragmatists clustered around Prime Minister Lubomir Strougal and hard-liners sheltered by Gustav Husak, the 71-year-old president and Communist Party leader.

Last autumn, however, things stirred. Following the Soviet line, the state-run Czechoslovak press had predicted apocalypse if U.S. medium-range missiles were deployed in Western Europe. Then, without shifting gears, the state announced on Oct. 24 that Soviet "operational tactical missile complexes" were being prepared in Czechoslovakia and East Germany.

Shocked, Czechoslovaks reacted, Petitions protesting the Soviet deployment circulated in Brno and Prague, and Rude Pravo, the Communist Party daily, said it received "stacks of letters" from readers concerned that new missiles would bring war down on their heads. Roman Catholic hishops in Slovakia issued an epistle condemning the making deployment or use of nuclear weapons as "a crime against bumanity."

"Naturally there was a surprise," said Vladimir Gorloch, a senior editor at Rude Pravo, chatting in an office adorned with a marble hust of Karl Marx. "It would have been astonishing if there had been no reaction. The



letters were from people who showed that they had no idea of modern war." Mr. Gorloch said older Soviet tactical mis-

siles had been deployed in Czechoslovakia for some time. The new missiles, which Western experts believe to be longer-range SS-22s. will take a while to be deployed, he said. The government faces another source of disaffection. Its embodiment is an 84-yearold Roman Catholic prelate who lives in a palace next to Mr. Husak's on a steep hill

overlooking Prague. "The young people are awakening to religion," the prelate, Cardinal Frantisck Tomasek, said in a rare interview. "For us, this is a great hope for the future."

Long known for repressing the Catholie Church, the Husak government has lately taken a subtler approach, engaging in a discussion with the Vatican, apparently in the hope of preventing Pope John Paul II from stirring up more trouble bere. Two years ago, a papal ban on priests' engaging in political activity threw a pro-government organiza-tion, Pacem in Terris (Peace on Earth), into disarray. Many priests have left the organiza-

In December, Foreign Minister Bohuslav Chnoupek met with the pope in Rome, and last month Archhishop Luigi Poggi, the Vatican's East European trouble-shooter, came to Czechoslovakia. In two months, Vladmir Janku, the director of the secretariat for church affairs, is expected in Rome.

At the center of the frosty discussions, prosperity and order.

Cleaning Up After the Ukraine Disaster

according to Czechoslovak sources, is the Vatican's wish to find incumbents for 10 of 13 dioceses that do not have resident bishops. But the government insists on politically ac-ceptable candidates and is also demanding the removal of a handful of clandestine hishops active in Czechoslovakia's lively underground eburch. The Vatican, in turn, wants Pacem in Terris formally abolished.

Another succession, the one in Moscow from Yuri V. Andropov to Konstantin U. Chernenko, produced a sigh of relief among Czechoslovakia's cautious leadership, ac-cording to Western diplomats. They said intimations of an innovative Andropov era were unnerving to a regime that has actually banned the word "reform" from the official lexicon. The stolid opening moves of the Chernenko era look less unsettling.

After two years of stagnation, the Czechoslovak economy has started to grow, National income rose by 2.2 percent last year.

But the reality of economic life is simply to live off a solid, aging industrial hase that was the economic heartland of the Austro-Hungarian Empire. Czechoslovakia seems to be coasting, with no assurance of a better or freer life for its people in the long term. "We know that some people here would

like the situation to be like Poland," Frantisek Kouril, the government spokesman, said wincing at the image of chaos that the word "Poland" evoked. "But the majority of the population appreciates that they are living in

# U.S. Children Are Learning to Read By Getting It Down in Writing First

to write sentences as well as read them.

players and electric typewriters.

I sit beside Ashley, who has long brown hair and a blue polka-dot blouse, and Josh, in a brown knit shirt. Like them, I slip earphones on

space bar. Josh gets to it first. On the screen materializes a multicolor drawing of a cat.

female voice in my earphones. "Say the word

From down below comes the letter "t". The

"C" flies back to center, and the voice says,

"Say cuh and clap your hands." They do.

letters fly home and the voice demands:

letters fly to center, snapping to attention as a

Then Ashley does it. Then both of them

"End of cat," announces the computer lady.

Ashley and Josh move to another table where

they open a workbook, pick up pencils short-

ened for small hands, and a tape recorder with

earphones instructs them to write the letters "c."

ledger of success and progress.

dook. No iusi-biade di

Shovel" and "The Three Bears."

having a conventional kindergarten day.

"fish" on Wednesday. On Thursday, the com-

"Now type cat."

Inch-made word.

Ashley and Josh sit shyly and silent.

the voice repeats, "Say the word cat."

el, as in "cal." They say it.

and senses get into the act.

children say, "tuh."

earphones says.

By Bernard Asbell

New York Times Service NEW YORK—A new system in American I schools is teaching children how to write before they read. And, with the aid of computers, it is resulting in a startling increase in youthful literacy.

As any author knows, you cannot write when somebody is standing over you, watching, waiting for the next word. But I stood there and watched. This young author, totally absorbed, wrote and wrote and wrote.

Christal Graves is just 6 years old, scarcely seven weeks out of kindergarten. That is too young, if you go by standard school practice, for most children to read "Dick and Jane," let alone write anything. For a class dress-up party, some one had come as Count Dracula, apparently stirring Christal's imagination. Here is what I watched her write (with some correction for spelling and punctuation):

Once there was a field. It was a harmsed field. It was a ghost in the field. He pulled his skin off. A man was going to buy someone. But he was not dead. So he pulled him down and shot him in his brain. And he took his heart. And he killed his

self. And it was a really mess.

Count came out of his grave. And laughed for joy. He said it was benutiful. Count said, "Spirit." And all of the spirits come up. Count said, "Fun, fun, fun, fun, fun, fun, fun." When Count sat down, all the spirits went down. Then he said, "O.K., let me get down," and he said, "Make room for Count." And they did. He was so happy: He jumped for joy and jumped for joy. And he fell. And said. "Spirit, spirit," as he laughed. He shouled. "Jump for joy." And everybody was asleep.

"She's so quiet and keeps so to herself," Christal's teacher, Betty Coley, whispered to me. "She could have gone through here for the whole year and I'd never have a hint of the creativity that's boiling in her. And there are others like her, right in this room."

When I later told a friend of mine, a teacher, about Christal and her classmates, she said, 'I'm surprised they can hold a pencil for more than a word or two, much less write sentences."

On the morning I watched her, in fact, Chris-

tal wasn't writing with a pencil, although she can. She was composing on an electric typewriter. Furthermore, in kindergarten she had learned to build letters into words by working on a computer. She learned so well that Christal knows how to write down anything she can say. And so do most of her 75 or so classmates (their teachers estimate that, at most, about 10 might need a little prompting).

Specially selected verbal prodigies? Not at all,

They have just graduated from the three regular kindergarten rooms of an ordinary public school of an ordinary Southern town, Burlington, North Carolina, where the average LQ. of schoolchildren, tested from the third grade on, matches the national average

Compared with some of her schoolmates, Christal started late.

Matthew Howse, less than a month beyond andergarten, asked his teacher one morning, when be needed inspiration, to draw him a line on a sheet of paper. She scrawled a wavy swirl and looped it, then strolled away. Matthew squinted at it for a moment, waiting for words to come, then composed, in pencil, what appears to be a poem:
"A cloud swerves and curves and flows.

Clouds are so beautiful that I can bite my toes." What is happening with these North Carolina children in Marvin B. Smith Elementary School-is also happening in every other school in Burlington; in kindergartens of Raleigh, the state capital, and in the village of Brevard, tocked remotely in the footbills of the Blue Ridge Mountains as well as in several Florida schools. It is happening in big-city public schools in Houston. Washington and Boston, and in well-Minnesota, and Westchester County, New York - 105 schools in 17 school systems.

Unlike many educational demonstrations (in teaching circles, a demonstration is a large-scale replication designed to validate a small-scale experiment), which often are proclaimed successes based on testing only a few hundred or even a few dozen children, this one involves trophe was discovered around noon, allowing 10,000 5-year-olds and 6-year-olds, white and for villagers to be evacuated and for road and black, Hispanic and Asian and Indian, of every black, Hispanic and Asian and Indian, of every income level. The two-year demonstration will be completed this June.

"I see a tremendous potential here," says Floretta D. McKenzie, Washington's superin-Mr. Kostin, who has worked in the resources tendent of schools, "that can revolutionize primary instruction. It wasn't easy for us to agree to participate, because it is revolutionary. When you say you're going to let a machine instruct, and that it will succeed where some of us have not, that's hard for us educators to accept."

The project is the brainchild of Dr. John H. Martin, former school superintendent of Mount Vernon, New York, and a lifelong student of bow children begin learning to read and write. He calls his method Woung to Read.

Learning to write as preparation for learning to read, as a matter of fact, is not a radical idea at all. For example, at the turn of the century, Maria Montessori found, in teaching and ob-serving urchins and orphans in Rome, that they naturally inclined to write first, and then to read. Sylvia Ashton-Warner, a New Zealander (and author of "Teacher," a best-seller some years ago), brought literacy to the Maori hy teaching small children first to write the words and stories that each spontaneously spoke. And the same principle is used selectively in Europe

What is significant about Dr. Martin's method is not the computer, not the typewriter, not even the earlier-than-usual start at the age of 5. It is a system of teaching a child bow to convert the sounds he already speaks into "sounds" be can write, or as Dr. Martin puts it, "having children understand that they can talk with their fingers on paper."

of the waste pond." He said that federal inspectors had warned the fertilizer plant officials in 1982 and in May last year that the dam had to be improved.

Eight officials had been arrested, be said, because these warnings had been ignored. Eight officials had been arrested, or said because these warnings had been ignored.

The Ministry of Fish Industry subsequently reported that 920 tons of marketable fish and 1.300 tons of fingerlings perished in the Dnies-lous detail, offering it to a broad range of children and carefully testing its results.

A full-scale evaluation by the Educational

say, that the dam was on the path" of the thick June, many of the participating school districts brine, thus beloing to localize the accident and released their own one-year measurements, preventing the destruction of flora and fauna on based chiefly on giving kindergartners and some first-graders a standard first-grade California

of their peers. Upon completing kindergarten, "Naturally, such accidents are rare," be said. 63 percent of them were composing on paper separate black children from white, an unprecedented finding shows up. Of white children, 95 The trouble is that those 42 phonemes are spelled more than 500 confusing, inexplicable ercent had learned to write as well as read; of blacks, 90 percent. Both figures are impressive for first grade. But when children of low-income A child learns to spell the shortest and most families (those receiving free lunches) are sepaimportant word in the language: "I." But then rated out, both groups, black and white, accord-

be finds out he can also spell that sound "eye" or ing to the preliminary figures released by schools participating in Writing to Read, come "aye, or "v" as in "my." or "ve" as in "bye," or "ie" as in "lie." or "at" as in "Thai," or "igh" as out the same, slightly more than 96 percent able in "thigh."

prolitati

The child tries to make sense of it. But be cannot.

Just outside Stuart, Florida, at Palm City Elementary School: I visit a class of 5-year-olds The typical child comes to kindergarten with on their first day of Writing to Read. It is an working vocabulary of 2,000 to 4,000 words. ordinary kindergarten room, colored cut-outs The school usually issues him a standard first-grade reading book that narrows his mind to and drawings on the walls like any other, except that at one side sit four off-white, table-top about 400 words, and a spelling book that runs computers; along other walls, a row of cassette to even fewer words.

But Ashley and Josh, in three 15-minute sittings at a computer, have learned nine phonemes that can be reassembled into many of the brown knit shirt. Like them, I slip earphones on 2,000 to 4,000 spoken words they already know. my head. Each reaches to touch the computer's In a subsequent work cycle, they learn how to write the sounds that compose the words "three," "leg" and "rabbit," and later discover "This is a cat," says a soft, matter-of-fact that, by reshuffling, they can now handle male voice in my earphones. "Say the word "grab," "bell" and "teeth."

Every cycle of words unfolds like the last, until the 10th cycle, when Ashley and Josh learn the words "uniform," "book" and "hutter" — As though knowing they would need a mo-ment to recall yesterday's preparation session, and can now, theoretically at least, write anvthing they can say.

This time both children recite out loud, But it is not just theoretical. In about the fifth cycle, at typewriter time, the teacher turns the From the upper left corner of the screen, the children loose to shuffle phonemes into words letter "e" flies to the center. The voice says, "Say that say anything they want to say. By the eighth cycle, they are composing complete, if brief, The children say, "Cuh." The command re-

peats. They repeat.

The letter "a" flies to the right of "c." The Here is one of the first literary flights of Jennifer, in a Raleigh kindergarten. computer voice commands them to say the vow-

Cat liks dog. A thum is big a bell is big. a umbrella is big. I love you joson

Her teacher did not correct Jennifer's spell-Research about learning has consistently ing, for Jennifer's spelling is quite correct. She is shown that children learn best when their bodies writing phonemes, converting the sounds or words she knows how to speak into letters, "Say cuh and stamp your feet," the lady in the according to a consistent system that makes sense. In fact, if there is anything not systematic in her writing, it is that Jennifer has already The computer plays a five-tone tune. The children stamp their feet. absorbed, just by seeing it somewhere, that "bell" and "umbrella" have a nonsensical extra "Now type cuh."

Both Ashley's index finger and Josb's are searching for the "c." The lady in the computer. "L" and spontaneously picked up the frivolous spelling of the serious word "love."

not obeyed soon enough, says exactly as she said In a teacher's lounge at West School in New before, no impatience, no reprimand, "Now Josh wins the race. He types "c."
The command repeats. This time Ashley does write. 'Snakes are dispikibel.' If we said to that kid, 'You've got to spell correctly starting right After they make all three letters reappear at the middle of the screen as the word cat, the Josh does it first, "e" then "a," then "L" The

When we gathered parents to prepare them for this," says Cathy Wilcox, who has taught kindergarten in New Canaan for 13 years, "they raised nervous questions about 'wrong' spelling. Finally, I put it to them: 'Are you really concerned about temporary misspellings when we're opening up a new world to them? You couldn't write at all when you were their age. They're writing, and they're reading. We know from experience that they make an easy transition to proper spelling when the time comes."

a" and "L" This workbook becomes a self-kept Education professionals, oo first hearing of Writing to Read, almost always recoil at the Then Ashley and Josh go to the electric typewriter. Finding the letters and typing them is
now a snap. Next, they go to a table laden with
clay, to be rolled and shaped into "c," "a" and
"t," Finally, to another table with cassette players, for hearing a story while following it in a Then Ashley and Josh go to the electric type-

dren's classics, such as "Mike Mulligan's Steam to Read must face among established experts in reading and early learning is on the question of Most children master each day's computer the proper age for a child to start. A leading lesson easily in 10 minutes; some take up to 15, voice against rushing the onset of formal inwhich is all the time they are allowed on the struction has been that of Dr. Louise Bates computer. Thus, four personal-size computers Ames, a child-development specialist at the Gecan serve five classes of 24 each for their daily sell Institute of Human Development in New 45-minute session of Writing to Read. About Haven, In commenting on Writing to Read, she one out of 10 children has trouble completing defers to the judgment of another "expert" —

"Children protect themselves pretty well," she said. "If they're not ready for a computer or Read, the children are in their regular rooms a typewriter, they just won't do it with any real attention. If they're showing enthusiasm, then it's O.K. with me. If these test results hold up After learning "cat" in 10 minutes on Mon-day, Ashley and Josb learn "dog" on Tuesday, into the third, fourth and fifth grades, then I'd puter checks out what they know, so they can be willing to say it's a good thing."

The practice of starting children to read at 6 appears to be simply a matter of routine. "If you ask teachers to tell you why," said Dr. Martin, "you get statistical generalizations that are shallowly based on faulty research." He cited some studies from the 1930s, indicating that children below the age of 6½ did not learn as well as

Canaan, the principal, Leonard Tomasello, said, We had a kid a few weeks out of the program now,' there'd be no chance in hell he'd pick up that word. He'd describe everything as 'nice' or 'bad.' The most overused word in young children's writing is 'nice.' And it doesn't describe

ers, for hearing a story while following it in a most. The most persistent skepticism that Writing

the lesson, perhaps requiring special coaching the child from the teacher. When not busy at Writing to "Child

advance to a second cycle of words. On Friday, they discover that the letters and sounds they have already learned can be shuffled around to The practice of starting children to read at 6

form "lat," "fog" and "dish." By the third cycle, the computer lady challenges them to build these written sounds into their own words. In their first week, the children have learned nine phonemes, or spoken sounds. The language those over that age. "They didn't — by the has 42 phonemes in all that, when combined and reading methods ... used, which we now reject."



Water Resources anxiously studies the latest field reports and weather forecasts, trying to project the scope of the spring flooding that will determine to a large degree how — and at what cost — the government is to deal with the consequences of the largest known ecological disaster in Soviet history.

Just over six months ago, on Sept. 15, more than a hillion gallons of concentrated waste salts burst through a holding dam at a fertilizer plant near Lvov, in the Ukraine, and spilled into the Dniester River.

The thick brine traveled 300 miles (480 kilometers) down the river, "burning all living things in its path." according to a report last fall. It finally was stopped by a huge concrete dam that creates a 30-mile long artificial lake, about 300 miles northwest of Odessa.

The dam saved the lower portion of the Dniester from disaster. But more than a million tons of salt settled at the bottom of the artificial lake, forming a deadly layer of salt water.

The Duiester was once among the cleanest waterways in the European part of the country. Now Mr. Kostin, 53, speaks of his department's efforts to restore its health in the abstract and circumspect manner of a doctor talking about a

The question is what to do about the thick layer of salt that has formed about 35 to 45 feet (10.6 to 13.6 meters) below the surface.

powers of the spring floods. Widespread, heavy mould raise the water level and currents in the artificial lake sharply, allowing experts to reartificial lake sharply, allowing experts to re-lease water through the dam at levels of salt

concentration safe for fish and humans. That would be the cheapest cleaning opera-tion and the one that Mr. Kostin and his aides Kostin said. Local authorities had about six are boping for. But in case the flooding is not hours' warning to evacuate the population of a beavy enough, they are considering alternatives.

One would involve dropping huge tubes into

Another plan calls for setting up specially de-dam containing more than a billion gallons of signed machinery at the lake bottom to create controlled water currents. These currents would liquids burst, sending a 20-foot wave of thick dilute the salt layer and allow the release of hrine through a 180-foot-wide breach in the water through both the top and bottom of the dam.

The incident last September inflicted "huge was channeled by a small stream into the river damage" on the area, Mr. Kostin said in an near the town of Nikolaev.



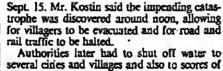
Everything appears to depend on the healing millions of people in the Dniester basin, which powers of the spring floods. Widespread, heavy

river vegetation, and affected birds and animals

along its 300-mile path. village in the way of the spill.

The accident took place at a potash mine at the lake to suck up the salt from the bottom. Stebnick, in Lvov province, when an earthen highly concentrated waste salts and other waste

A combination of these methods may be used to eleanse the lake before the damage is irrevers-village of Ranevechi. It burned about 500 acres of farmland - right at harvest time - before it



ndustrial enterprises in the area.

More than a billion gallons of concentrated waste salts burst through a holding dam and spilled into the Dniester River. The thick brine traveled 300 miles downriver, "burning all living things in its path."

department for more than 20 years, said there has never been an ecological disaster in the Soviet Union "so buge in its scope." Soviet authorities normally do not publicize ecological disasters, at least not until long after they have taken place.

The size of the Lvov accident, however, demanded a public explanation. After the immediate problems posed by the spill were resolved, Nikolai Vasilyev, the minister of land reclamation and water resources, gave a detailed inter-

view to Izvestia, the government newspaper.

"The dam hroke," Mr. Vasilyev said in the Oct. 28 interview, "because of errors in design and construction, because of poor technical control and violations of rules governing the use

Mr. Kostin said things are now back to normal, except for the artificial lake at the Novod-Testing Service of Princeton, New Jersey, will be niestrosed dam. "It was our fortune, one could issued after the current school year, But last the lower section of the Dniester.

Mr. Kostin suggested that fish and plant life Achievement Test, in the stricken section of the Dniester would be With striking cons in the stricken section of the Dniester would be.

The hrine traveled 15 miles to the Dniester, amaging roads and destroying homes in the that his department would be able to clear up scored higher in reading skills that 890 percent the Novodniestrovsk lake by year's end.

"One cannot forecast everything in advance, It's full, original sentences and stories. Kindergaridamage" on the area, Mr. Kostin said in an inear the town of Nikolaev.

The spill disrupted water supplies to

The dam gave way shortly after 6 P.M. on pen, but now we have learned a few things."

The dam gave way shortly after 6 P.M. on pen, but now we have learned a few things."

When the writing first-graders are divided to



Children work with computers in a California school.

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# Planning Is Key To Profitability Of New Systems

By Walter Ulrich

HOUSTON -- Office automation is the most important change to occur in the office since the office was wired for electricity early this century. Today, the office is being wired for information. Automation increases the productivity of the office, saving money and improving the quality of decisionmaking. Better decisions quickly translate into more revenue, better margins and increased earnings per

Office antomation is the applicaoon of computer and communication technology to the office or "knowledge" worker. It is not a single technology; instead, it is an integrated collection of tools that speed the collection, analysis and dissemination of information. It includes many technologies: word processing, electronic filing, electronic mail, personal computing, information access, executive workstations. Computer power extends and enhances analysis, and communications speeds the retrieval and exchange of information.

Most traditional offices today

are the same as offices were 50 years ago. Before we can appreciate the office of tomorrow we must examine the office of yesterday. The typewriter is already an anachronism. Changes to a typed document usually require that the docu-ment be retyped by the secretary and re-proofread by the docu-

Paper filing is a mess almost everywhere. Physical filing is one-dimensional. The human mind is multi-dimensional, and the way people recall information often fails to match the way it was filed, Budgeting and planning is a painful and time-consuming process using pen and calculator.

Traditional communication methods are slow and expensive. Less than one-third of all telephone calls reach the intended party on the first try. Postal authorities are ooted neither for speed oor perfect reliability. The cost of a telex is high in today's technological age, and telexes suffer from the bottlenecks and errors of traditional telex centers and mailrooms.

in the traditional office, activities are neither automated nor integrated. The central computer is completely separate. How many times have you seen a secretary typing something from a computer

In the modern office, word processing helps secretaries to work faster and easier. Minor revisions can be made in seconds instead of minutes, and major revisions can be made in minutes rather than hours. The author proofreads only the changes. The document is completed quickly and can sometimes be sent to its recipient electronical-

Documents are filed electronically. Documents can be searched for by nuthor, recipient, date, subject, index, and by "key" words in the content. Documents can be reviewed on a cathode ray tube (CRT) screen or printed out.

Personal computing puts a powerful analytical engine on the pro-fessional's desk. Budgets can be changed and results automatically recomputed. Trends can be displaced graphically and sensitivity analyses can be performed. Bud-geting and planning can be done quickly and accurately.

nication between husiness professionals. A businessman prepares a text message at a keyboard. The message is stored in an electronic "mailbox" where it is immediately available for its recipients. The computer acts as an electronic post office where messages are conveniently prepared, edited, filed, nddressed and replied to.

Voice mail systems can be used to turn a telephone into a powerful messaging system. Electronic voice messages are left in the sender's natural voice. The tones generated by pushing the keys (or by using an inexpensive tone generator) tell the system what to do. A message can be edited, saved, deleted, or sent to its recipient(s). When listening to a message, users can speed up or slow down playback, skip ahead or skip back, or replay the message from

Electronic mail (EM) allows people to prepare and send messages at their convenience at electronie speeds. EM can be used at the office, from home, and while traveling. EM is surprisingly mexpensive and reduces information float, cutting days and even weeks from information exchange.

Unlike the traditional office where people are the link between systems, in the modern office telecommunications technologies tie everything together. The communication infrastructure must be well designed or roadblocks and incompatibilities will reduce effectiveness. The "professional work statioo" is a powerful personal computer. It also provides direct access to both public and private included for accessing text and voice electronic mail. Even the telephone switch (the PABX) is an integral element of the office of the

Word processing may cost \$8,000 to \$12,000 a work station. However, properly selected and implemented, each dollar in word-(Continued on Next Page)

Walter Ulrich is president of Walter E. Ulrich Consulting, a Houstonbased management and technology

# **Business Data Bases** As Planning Tools

By John L. Wolfe

WASHINGTON - For some corporations, office automation is limited to electronic equipment, such as desktop and mainframe computers and internal communications systems. But as most major companies ers and internal communications systems. Dit as most unique explore applications for their electronic offices, international business and financial data bases are emerging as valuable information and planning tools.

Most computerized information systems are accessible via any microcomputer — which enables users to manipulate the information on desktop computers. Some services, especially those that provide direct market quotes, often require a dedicated terminal to access information. On-line services also are costly, since they often involve leased telephone lines connecting terminals to host computers.

There are literally thousands and thousands of business data bases, said Jeffrey Silverstein, senior editor of IDP Report, a U.S. publication, which monitors international information services. Some data bases are truly international in scope, offering news and financial data from around the world. But most are intended to provide information to one

Business information — specifically financial data — has taken the lion's share of the data-base market. "About 90 percent of the market is financial and business information," Mr. Silverstein said. U.S.-based services account for most of the market, according to Mr. Silverstein, who notes that the European market is just beginning to take shape.

Financial companies, such as banks, brokerage houses and insurance firms, tend to be the primary users of financial data bases. Marketing companies, import-export firms and other companies that need up-todate monetary data "at their fingertips" are also heavy users. Indeed, all major financial institutions are hooked into at least one information

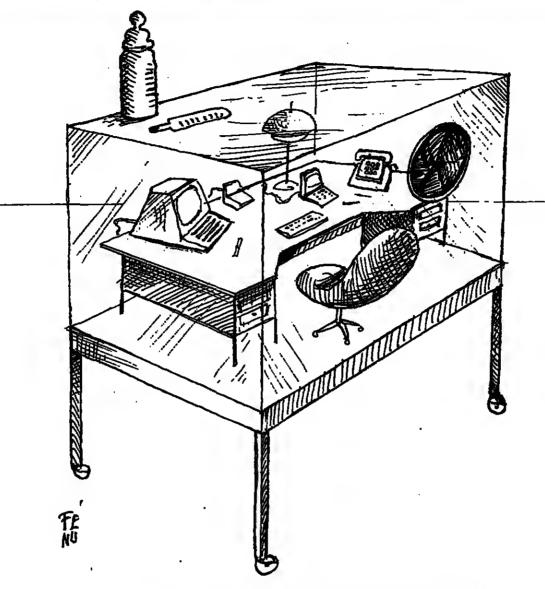
Not surprisingly, a host of data-base services have emerged during the last few years, all trying to stake a claim on the financial information market. Two of these — Reuters Monitor and Telerate — have successfully controlled the international market.

Reuters has the corner on the market for international financial database services," according to Mr. Silverstein, referring to Monitor, the computer-based data service run by the London-based international news agency. Monitor has more than 15,000 subscribers worldwide. But about 32,500 termioals are in the field, since many clients have more than one terminal. Users pay a £595 monthly subscription fee.

Monitor features data on commodioes, bonds, money rates, market quotes, oil and shipping, as well as financial news and economic indicators. The service also includes a "contributed-data" segment, which is information provided by international financial traders.

Another feature, Reuter Monitor Dealing Service, allows dealers to cauci transactions with each other directly through the system. The Monitor video screens have a unique "windowing" capability, which means that half of the screen can display monitor data while the other

(Continued on Next Page)



# Are They Really Frills?

'A poorly planned environment can make a video display terminal difficult to use and impossible to be comfortable with. A well-planned environment, however, can encourage workers to accept office technology and to use it.'

By John R. Adams

ANN ARBOR, Michigan - Archimedes once boasted that with a big enough lever, be could "move the world." He oeglected to add that he would oeed a fulcrum and a place to

ing the same claim about a more recent tool: "Give us enough office automation and we can raise productivity to new heights." Like Archimedes, however, these organizations

are not telling the whole story.

Office technology must be used — and used properly — if any increases in productivity or if any decreases in costs are to be realized. In some sense, the facility is the fulcrum on which the lever of office technology must rest, and this lever is growing in size and in frequency of use. A makeshift support for office technology — something many or-ganizations seem to be surviving with today - will collapse. Without the proper fulcrum, both workers and management will be either physically unable or psychologically unwilling to use the leverage office technology can

A poorly planned environment can make n video display terminal difficult to use and impossible to be comfortable with. A wellplanned environment, however, can encourage workers to accept office technology and to use it. It can make the terminal as natural a part of the work process as a pencil or a

ballpoint pen.

Some characteristics of a good environment are:

 Appropriate work surfaces. The VDT should be flanked by two work surfaces at 45degree angles with n depth of 30 inches (77 centimeters). There should be an area the equivalent of a 30-inch-by-60-inch (77 by 154 centimeters) desk to handle paper — an especially important point in managerial worksta-tions. There also should be at least 20 inches (51 centimeters) in front of the screen for the

keyboard or for more paper.

Easily adjustable seating. When workers begin to spend more than 20 percent of their time in front of the VDT, a comfortable chair becomes crucial. Most chairs can adjust for height between 3.5 and 4 inches (8.9 to 10 centimeters) — enough to account for the heights of many workers. A range between 3 to 5 inches (7.6 to 12.8 centimeters) is best. The front edge should be a "waterfall" design to prevent cutting circulation to the legs. Lastly, the chair should be adjustable from a  VDTs should tilt and swivel independently. The plane of a screen should always be perpendicular to the line of vision of a user seated or standing.
 Localized acoustical treatment. As more

printers move ioto offices and out of wordprocessing centers, special acoustical controls should muffle their noises. This means acoustical screens around the printer itself. Illumination. Three sources of light need

to be controlled: A reduced level of illuminatioo from overhead fixtures will reduce glare on the screen; natural light should be con-trolled with horizontal blinds; task lights should be controlled by the worker to give the necessary illumination to paper and hard copy. In general, the contrast between the. screen and the environment should be nt a ratio of no more than one to five.

 Storage. New kinds of storage are needed for the magnetic media, print-outs, supplies and accessories that follow from the VDT and the personal computer (PC). These materials should not be allowed to take up work surface area but must be kept within arm's reach — about 30 inches (77 centimeters). · Shared terminals. Only the environment

can provide for the effective use of one terminal by more than one person. In some situations, clusters of workstations will share one terminal, or one terminal may have to swivel between two users. Sharing a terminal makes the arrangement of work surfaces, the move-ment of the terminal and the lighting even more difficult and crucial.

 Temperature. Present terminals produce about 1.5 times as much heat as one person sitting at rest -each additional watt of office automation produces 3.5 British Thermal Units (BTUs). The cooling and ventilating system must be able to handle the increase.

 Electricity and telecommunications. The environment must be able to provide more electrical capacity, flexible distribution, dedicated circuits, and simply more room for cables and wires (sometimes almost three times as many as found now). In addition, a recent study of office workers cited tripping over exposed wires as the most common office accident. Thus, a dangerous environment not only lends itself to inefficiency hut also to

 Space. Although office systems are projected to require 10 to 15 percent of the space in an office or workstation, seldom has more space been added for a terminal; it merely infringes on the space for manual processes The crowding threatens to erase any gains in efficiency through the terminal. Because office automation still overlaps with manual processes, an effective environment requires, at least temporarily, more space for workers to make the best use of their equipment.

Facilities, then, must be an integral part of the planning that goes into office automation

not simply an afterthought. The environment, of course, costs money. And providing an adequate environment is the most commonly ignored cost involved with the acquisition of office technology. But just as personnel training is essential to make the best use of automation, so, too, facilities are fundamental to any gains in productivity automa-tion may be able to offer. A case in point illustrates the folly of

amassing more office technology. A large organization in the eastern United States anned to reach a ratio of staff to terminals of 1 to 1 in the near future. A new facility was just being completed. Because this oew huilding had oot taken into account the extra space, electrical, and heating and cooling requirements technology would bring, the building was obsolete before it was finished. Several steps to bring facilities into line

with office technology would avoid this kind of debacle (a real situation, by the way). Starting with the corporate plan for expanding office automation, an organization can project the implications on facilities, recognizing that the implications will come into play over a period of time, not all at once. Then it can alter office work standards, criteria and designs to bring them into line with the ways workers really use — and should use — office technology, making sure that facilities can adjust to the implementation of technological changes. Finally, the organization can incorporate permanently the planning for facilities into the planning for office automation. Office automation is a volatile issue. In

1980, the average ratio of staff to terminals among the Forutne 500 was 10:1. Although the average now ranges from 5:1 to 7:1, some kinds of organizations have reached a ratio of 3:1. The effect of this rapid change on facilities is enormous. Ignoring that fact will assuredly wipe out most, if not all, of the advantages organizations hope to gain from this most promising new lever.

John R. Adams is the director of Facility Management Institute, a research, consulting and teaching organization in Ann Arbor, Mich-

# **Total Systems: Experts Remember Human Element**

By Amiel Kornel

PARIS — Intrepid corporate planners attempting to steer a course to the fully integrated elec-tronic office discover the way is fraught with a bewildering array of technical, productivity and cost is-

They can now take heart. Management consultants and other ex-perts are saying that the journey might not be worth the trouble.

"The advantages of integration are relatively limited," said Hanns Schwimann, Paris-based vice president at Booz Allen and Hamilton, an international management con-

"Present networks resolve very few office-automation problems, said Jacques Masson, manager for special projects at Cap Sogeti, the French computer software and ser-

Many computer manufacturers offer an assortment of products that they say will link office automation devices such as word processors, electronic typewriters, personal computers, photocopiers and telex machines into a single harmonious symphony of information

Office-automation conferences, corporate board meetings and trade journals in the last year have been rife with discussions of the relative merits of different oetworking solutions, usually called local area networks.

But many experts are increasingly coming to the conclusion that, given the current needs of most offices and the state of the art in office automation technology, integracion may not be the productivity panacea that some had hoped for.

According to a Booz Allen and Hamilton study, only 30 percent of white-collar workers in the United States could benefit from some sort of office networking. Twenty per-cent require classical data-processing services and the remaining 50 percent could be best served by access to individual, unconnected office-automatioo devices, socalled stand-alooe equipment.

Office-automation experts recently interviewed emphasized that there are numerous issues that a company should address before considering the integration of electronic office equipment.

Large-scale introduction of vast oumbers of individual electronic devices is more important for a company's productivity, they say. Many stand-alones are preferable to a few integrated [devices]," said Mr. Schwimann.

Booz Allen estimates that the proportion of stand-alone electronic equipment to white-collar workers in the United States is fast approaching parity.

Such a saturation of office-automation equipment is essential before attacking the problem of networking, said Mr. Schwimann. You cannot talk about integration if you do not have a lot, several hundreds, of participants already."

According to a Xerox Corp. study, the companies that reap the greatest productivity benefits from automating are those that have already improved their overall business position as much as possible. Information technology equip-ment, whether networked or not. does not provide automatic soluoons to productivity problems.

ant consideration when deciding which, if any, local network a com-pany should install. The configura-tion and office applications offered by the network should respond to corporate requirements. "The user must first identify what he wants the thing to do," said John God-frey, a consultant at Mackintosh International, a U.K.-based management consultancy. And the existence of a large

exchange information is a prerequihaving a telephone on your desk if

there's no one else in the world to talk to," said Tony Brewer, a consultant at Butler Cox and Partners in London.

Office automation experts do not seem impressed by the possibility of connecting personal computers to photocopiers in telephones to telex machines to pencil sharpeners, ad infinitum, via networks.

"My secretary and 1 prefer to get up and go to the copier just to move around," said Mr. Schwimann.

And the necessity for mixing dig-itally coded voice, data and images in a single office network is still limited, they say. "Most of the companies are not yet there." Mr. Schwimann said. "The payoff is not evident.

Perhaps the most serious deficiency hindering the appeal of local area networks is the lack of a wide range of applications software, the programs that make all the machinery work and the information flow Most of the systems currently available offer only messaging and

document sharing. "I don't really know of an office network that permits to hring something new to the user," said Mr. Masson. "It's as if you said I have a car, but no gasoline.

The dearth of useful applications has meant that most networking systems yield the same limited benefits.

"All these systems will do almos anything that any of the others will do," said Mr. Godfrey at Mackintosh. "For most users at the moment it is probably not that important which local area network they

The current lack of applications software is due to part to the variety and changeability of office tasks. The software engineer has a difficult time discerning each user's potential communication needs. "If local networks don't advance today," said Mr. Masson at Cap Sogeti, "it's because people doo't

know what to do with them." Computer manufacturers have so far been offering only generalpurpose software packages with their network systems. But companies are beginning to appear that ware products for specialized networking applications.

Consultants and manufacturers agree that office octworks do ool lend themselves to a cost-justification analysis. "My impression is that the price is disproportionate to the service offered, said Mr. Mas-

"It may never pay off," warned Mr. Schwi nann.

Networking's more devoted followers argue that the advantages it can offer are significant, but less tangible than cost analyses. "There is a lnt of consultant opinion that a strict cost justification isn't what you should be tacking this thing on," said Arthur Burns, a spokesman for Wang, the U.S. computer and office-equipment manufactur-

With each manufacturer trying to assert its leadership in the networking marketplace, a multitude of approaches to office integration have been developed. The systems employ various transmission media, access methods, and data communication speeds. The information to be shared can be organized for transmission in several ways and the topology of the Functionality is the most impor-networks can vary.

Nevertheless, the broadest generic descriptions can be broken down into just a few categories. Currently, there are three basic configurations used to link the devices in a local area network; star. bus and ring. In a star network, all devices are

linked to a central point, usually a computer with memory storage that serves as a communications number of coworkers that need to switch. The private hranch exchange, or PBX, used commonly site for integration. "It's no use for a company's internal telephone (Continued on Next Page)

# And Now, the Latest in Memos for People Who Hate Paper

By Alan Green WASHINGTON - For a grow-

ing number of corporations, the way of the mimeograph machine. Instead, companies now are rely-ing un electronic mail — the transmission and delivery of messages automated systems — to speed their correspondence across the building or around the world. By switching to electronic mail, businesses have been able to simplify inter- and intra-office communicaoons, cut down on "telephone tag," and, for multinational firms, elimi-

onte problems caused by divisions

headquartered in different time cally directly to his or her broker.

hand-delivered memo is going the type of terminal or printer, permits more than 600 managers worldwide to send and retrieve documents at their convenience. At Ford Motor Co., everything from via computer networks or other memos and letters to reports and schedules are transmitted globally among corporate personnel — in some cases at speeds of 2,400 words a minute. E.F. Hutton & Co., the New York-based securities firm, recently inaugurated a service that not only gives clients on-line access to research data, but also lets a customer send messages electroni-

At Citibank, for example, a com- of the Reagan administration's ef- monthly newsletter EMMS, which can be reached only with a special with people in the field, electronic puter-based electronic mail system, fort to reduce paperwork, is using covers the electronic mail industry. password. A system user can draft mail will let you do that," said Mr. accessible by telephone with any an electronic mail system to speed "The personal computer has made a document on his terminal, then weissman. "If the need is there, the President and U.S. government

Actually, electronic mail is not new. More than 1.7 million subscribers around the world now use Western Union's telex teletypewriter network. Facsimile machines, which transmit single pages of text over telephone lines to compatible equipment, have long been proliferation of the microcomputer has been the real boon to this medi-

And even the White House, as part Steven Weissman, editor of the mailboxes" to users that typically

documents between the Office of it that way. People used to say er on their desk. It's simple The means is there

The potential for streamlining office communications makes the excitement about electronic mail understandahle. At the least, an electronic mail octwork is a simple messaging system. Using a termipopular with businesses. But the nal messages can be left on a computer-hased "electronic bulletio board" that can be read by other users. A more sophisticated system "Electronic mail is for real," said will assign individual "electronic

send it by telephone to a computer electronic mail was too expensive. for storage. At the same time, a Now they have a personal comput- note can be left in the recipient's "mailbox" that a message has been sent and is available for retrieval The entire process takes just minutes, copies of the document can be sent simultaneously to other mailboxes on the octwork, and costs

> delivery systems. There are any number of ways to set op an electronic mail system, depending on an institution's needs. "If you're the smallest company in the world, and you need a convenient way to communicate

compare favorably with traditional

electronic mail can fill it, regardless of the size of the husiness.

For larger businesses like Citibank, the advantages multiply.

"There are benefits we have not even realized yet that are there." said Rich Coughenour, director of mail services and office automation for Citicorp. But, he added, the benefits realized thus far have been welcome, indeed,

Among those benefits, said Mr. Coughenour, who currently serves (Continued on Page 12)



processing equipment costs should frustration and set back automadisplace at least \$2 of other direct tion for years." 

can reach \$4 for every \$1 spent. ofteo be cost-justified by one ucts. Products and services must be spreadsheet application.

The cost of text electronic mail ume. For some companies, a brief domestic electronic message costs 5 cents and an international electronic message costs as little as 20 cents.

Voice mail systems typically require a capital investment of between \$100 and \$250 a telephone line. A voice mail system should be able to pay for itself, in hard dol-

Routine tasks can be displaced and salary savings are possible. The real benefits of office automation, trends and requirements. The sechowever, come from faster and more accurate information ex- for meeting those requirements. change and by better decisionmaking. The bottom-line benefit is architecture is determined. Finally, competitiveness and profitability.

mation consultant with Walter E. training are critical to ensure that Ulricb Consulting, said that imple- the benefits are achieved. menting office automatioo is a The benefits of office automation are overwhelming. Elements of

(Continued From Preceding Page) money, create confusioo, cause

tion will meet your company's A personal computer will cost needs is a common misconception. anywhere from \$3.500 to \$7,000. Hundreds of office-automation Fortunately, the initial installa- products are marketed. Many subtions of personal computing can the differences exist between prodtailored to fit the specific organizational, cultural, business, and techvaries greatly depending on vol- nical needs of a company. A prodnet that would be ideal in one situation might be a complete disaster in another.

Office automation is a specialized field, and expert assistance is required. Companies should retain the services of reputable consulting selection and implementation of office systems.

The first step is to assess the ond step is to establish the criteria Then, an overall office automation Mark Hayward, an office auto- and selected. Implementation and

There are great risks," be said. office automation are already visi-



The CEMAP directory information system at work in the French Post Office.

#### RUSINESS INCOMATION SERVICES DANKED BY NUMBER OF CUSTOMERS

Parent Company	Service	Customers
Quotron Systems, Inc.	Financial Information Services	60,736
Dialcom (ITT Corp.)	Dialcom	46,000
Equifax	Financial Control Services	30,000
Bunker Ramo Information Systems	Telequote, Aladdin Market Decision, System 7	28,000
Reuters Ltd	Monitor	15,000
Telerate (Exco International)	Telerate	
Dunsprint (Dun & Bradstreet)	Dunsprint	
Commodity News Services	•	•
(Knight-Ridder Newspapers)	Commodity News Services	9,500
* As of January 1, 1984.		

# The Standards Issue Slows Development

stop at the office door. A company might require links to work-at-home employees, traveling salesmen, branch offices in other cities or businesses in foreign countries It might want to transmit and receive a combination of voice, images and

data.

Videotex systems, cable networks and satellites are being developed in many countries to facilitate these business communications But while transmission methods, media and systems now exist to link

companies worldwide, regional and international telecommunications

#### Planners Remember Human Element

(Continued From Preceding Page) tical-fiber cable, coaxial cable, or switching is an example of such an the twisted pair cables used in tele-

Terminals oo a bus network, first pioneered by Xerox with Digital Equipment Corp. and Intel, hook ooto a cable that serves a single trunk to guide the communications between them.

In the ring approach, the transmission cable passes through each of the devices connected to the network, forming a circle.

Data can be transmitted over op-

phony. The network might employ the switching common to PBX's, baseband methods that divide data streams into timed pulses or broad-

band methods that divide the stream into different frequencies. But those who are dazzled by the variety of competing technologies need only remember the advice of Mr. Godfrey: "I would recommend to anyone who is going to be a user that he knows what he needs before . cated business communications services. he even looks at the products."

have been considerably hampered by the plethora of protocols and lack of standardization that different manufacturers and governments have

The signals from most local area networks, for instance, are encoded in such a way that they cannot be easily transferred from one type of network to another.

Industry observers are expecting IBM's recent announcement of the development of its own local area network to help impose a de facto standard on the market, as is often the case when the computer titan

lannches a new product. Videotex systems, very popular among the European telecommunica-tions monopolies, connect users' terminals or computers via the public telephone oetwork. Several incompatible standards already exist, al-

though moves have been made to harmonize them for the future. Users can send electronic mail, consult specialized data bases, perform long-distance data processing and make financial transactions

Some countries, such as France and West Germany, have launched optical-fiber cable projects that will permit broadband communications. Users could transmit high volumes of digitalized data along with sound and video signals. Business applications such as teleconferencing will be

A new generation of telecommunications satellites are taking off into space to help businesses octwork internationally. Eutelsat, the European satellite organization, and France will each launch a telecommunications satellite later this yea

The Eutelsat ECS-2 and French Telecom-1 will offer a host of sophisti-

-AMIEL KORNEL service.

# Business Data Bases As Planning Tools

(Continued From Preceding Page)

half simultaneously communicates with another broker. The transaction component costs an additional £1,250 monthly.

Reuters sees a lively international market for computerized business information systems. "The American and European markets draw on each other." said Dorothy Delman of Reuters, who adds that the international market will grow as more foreign firms become interested in U.S. financial data.

Monitor is certainly not without competition. Telerate Inc., a U.S.-based financial information company, has significantly stepped up its international marketing efforts. While the focus of Reuters is on worldwide information. Telerate leans heavily toward data from Western

Telerate's financial information network offers market data and news covering U.S. and world money markets, foreign exchanges and Eurode-posits, securities and precious metals. In addition, the service offers information provided by third parties, including Quotron, Standard & Poor's and Dow Jones. Most Telerate data comes from a group of more than 250 banks, brokers and other financial institutions, which provide the service with continuously updated rates, prices and quotes. Telerate said that it receives as many as 500,000 updates in a single day.

Telerate subscribers pay \$540 a month for the basic service, which includes the cost of renting a dedicated terminal from Telerate. The company also offers optional services, which range from \$25 to \$500 extra

Thus far, the bulk of Telerate's 11,500 subscribers are in the United States and Canada, although the firm has taken significant steps to attract international customers. Last year, Telerate, The Associated Press and Dow Jones & Co. jointly formed AP-Dow Jones/Telerate, which will market the financial-information network ontside North America. Telerate holds 49.9 percent equity in the new company. Telerate's service is currently available in 24 countries, including France, Britain, Germany, Japan, Honk Kong and Italy. The company plans to expand to South Africa, Spain, Finland and Austria during 1984. The international market for business information is "vast, potentially far larger than that of the United Season." United States," according to the president of Telerate, Neil S. Hirsch.

Other popular financial data bases include Datastream, a British service that provides data on securities, market-performance indexes, exchange rates, commodities, financial futures and company accounts, dialogue and information retrieval services, which feature texts of articles from business publications and Dunsprint, owned by Dun and Bradstreet, which provides data on U.S. companies for international sub-

Merrill Lynch and IBM have announced a joint venture to provide stock quotes and financial data for IBM computer users — which could mean another major data-base provider. Service will begin in mid-1985. The Merrill Lynch/IBM venture will offer stiff competition to Quotron, the U.S. leader in electronic distribution of stock quotations. Merrill Lynch provides about 25 percent of Quotron's busin

There is also a plethora of "vertical market" data-base services vying for a share of the on-line market. These services are geared to specific

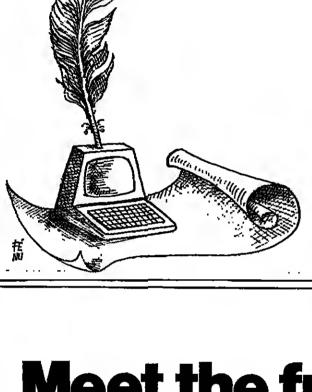
fields, such as medicine, real estate, law and travel.

For example, Official Airline Guides has been providing an electronic version of its printed air-travel directory for nearly a year. Subscribers with microcomputers can dial OAG's Electronic Edition data base to access flight schedules and fare information. Data is updated daily. Subscribers pay a \$50 one-time fee, plus \$2.25 each time the service is used. In that same vein, TWA has developed Pars, an electronic information and reservation data base for travel agents and corporate clients. Pars includes data from all sirlines, with schedules and fares for flights to nearly 100,000 cities worldwide.

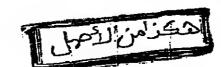
For the legal profession, Lexis, owned by Mead Data Central, provides law reports, transcripts, data from American and European tax cases and updates on laws and statutes. Lexis is U.S.-based, with European information provided by Butterworths, the British legal publishers. Lawyers also can access Eurolex, a British data base with subscribers in the European countries, as well as Singapore, Hong Kong and New Zealand. Eurolex features Common Market law reports and texts from European cases. It also offers access to Interfise, an international tax planning

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OFFICE AUTOMATION

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THE TAX TERVAL

# Easy-to-Use Equipment Means Top Sales

By Al Furst

BOSTON — Twenty-five years ago, office antomation implied a "In the field of ful room-sized computer in the basement - and not a whole lot more. But those days are gone.

to today's office, gadgetry reigns supreme as equipment manufacturers work hard to incorporate microelectronics - the same technology that paved the way for personal computers - into a myriad of office products including copiers, typewriters and dictation equip-

"I don't know of nne copier company for example, that isn't benefiting to one degree or another from microprocessor-based tech-nology," said David Terrie, a senior analyst with the Yankee Group, a Boston-based consulting firm. "Copiers today are, as a result, more intelligent, easier to program and more flexible — in terms of their ability to do self-diagnostics, handle various sizes of paper, shrink and enlarge images and collate material."

"Our goal is full-scale personal-ation," said Hiroshi Tanaka, director of Canon Inc.'s reprographics division. Canon recently introduced a new line of tabletop copiers that feature cartridges of paper that office workers can easily nsert themselves, thereby eliminating the need for regular service. late everything from profit margins nies like Brother — is a correction Multiple-color capability is anoth- to amortization schedules, also in- or line memory that allows the user

of its competitors, from Xerox to functions.

menting with new reprographic calculators include a clock and mechanisms — including lasers. stopwatch function as well. High-precision lasers are increasingly finding their way into new low-cost color printers, according to Kenneth Bosomworth, president of International Resource Development, a consulting firm in Norwalk. Connecticut. Most low-end computer printers are currently based on either ink-jet or thermal transfer technology.

Other unique hard-copy devices for personal computers come up in the office today. One, called the Palette, is an optical device from Polaroid that hooks up to a personal computer and automatically produces 35mm slides or instant prints of color graphics that are generated by the computer console.

Automation in a Paris insurance firm's headquarters.

er feature that Canon - and most corporate modest programming to call up the last line that was

IsM—also leature.

And as more and more programming languages are built into these machines, the boundary between the produce an even higher-qualication and hand-held compute the produce an even higher-qualication and hand-held compute the produce and even higher-qualications are produced as a prod And as more and more programty image through the incorporation ers will blur, said Marilyn Leof digital technology," Mr. Tanaka moine, a merchandising specialist for hand-held calculators at Hew-In addition to digital technology, lett-Packard's portable computer the copier community is experidivision in Corvallis, Oregon, Some

stopwatch function as well.

more sophisticated every day largely due to the widespread use of memory chips, according to Lisa Pease, an office automatinn consul-Corp. in Weilesley, Massachusetts. The latest typewriter technology is characterized today by four major features: phrase memory, format memory, correction or line memory and a one-line display.

Phrase memeory means that key phrases (like "Dear Sir," or "To processing capability.
Whom It May Concern," or "Very These devices — rea Whom It May Concern," or "Very These devices — really comput-truly Yours") can be called up at a erized phones — could "very shortsingle keystroke. Format memory offers a similar capability for fre-Calculators, too, the forerunners quently used page formats for busiof today's personal computers, are ness letters, envelopes or special-benefiting from microelectronic in-ized forms. Another important novation. Most hand-held calcula- memory feature - which is availtors, for example, in addition to able even on low-end portable specialized-function keys to calcu- typewriters from Japanese compa-

typed on a small screen for purposes of correction. The screen in most cases is either a one-line gas plasma or light-emitting-diode

(LED) display.

These displays are close to finding widespread acceptance in the telecommunications sector. The result, Mrs. Pease said, is essentially a "jazzed-up telephone," which, in addition in standard functions like automatic last-number redial and conference calls, is capable of dis-Typewriters, too, are getting playing names, titles and telephone numbers stored in the telephone's memory. A few years from now, she suggested, the next wave of Pease an office automation consul-tant at Venture Development display phones will appear — uti-lizing larger and more sophisticated cathode ray tube (CRT) dis-plays. In addition to directory features, she said, these phones mainly from private hranch ex-change (PBX) vendors like AT&T, Mitel, Northern Telecom and Rolm - will offer a limited data-

> ly subsume much of the market for dictation equipment," said George Coluny, president of Forrester Research, a Cambridge, Massachu-setts, market-research firm specializing in office automation. An office manager, for example, will soon be able to dictate a memoo directly into a telephone. The information will then be stored in digitized form on a disk, which a secretary can type up into transcript and reinsert into the computer data base. Later on, if the manager wants to review the memo, he can do so hy phone, even if he is out of town. He will simply dial his office, and a computerized voice will read him the memo. If he wants to make changes on the memo, he can do so easily. And by signaling his office with the appropriate telephone code, he can alert his secretary's workstation that a change has been made on the disk, so that the transcript of the memo can be altered accordingly.
> Telephone-based voice-store-

and-forward systems are minimiz-ing the need for dictation equipment, said John Murphy, an office-automation consultant with advanced office concepts in Bala Cynwyd, Pennsylvania. Instead of circulating a memo, busy executives can simply dictate messages. which are stored in digitized form and then routed to appropriate touch-tone telephone "mailboxes." If the recipient of the message is on the phone at the time, or out of the office, he can simply pick up his message later by dialing the office computer and punching in the ap-



# Telecommuting' Puts Office at Home

By Jonathan Miller

WASHINGTON - When Elizabeth Brodsky had a baby two years ago, she did not have to make a choice between quitting her job as a systems analyst with Riggs Bank and staying home with her daughter. She simply installed a computer terminal in a room of her suborban Washington house and became 50 percent in some circumstances.

Mrs. Brodsky is one of an estimated 15,000 American "telecommuters" - workers who have substituted personal computers and telecommunications for the traditional daily trek to work. Apart from occasional meetings at the bank, Mrs. Brodsky does all of her work at home. "It's the greatest," said Mrs. Brodsky, who added that she continues to enjoy an "excel-lent" relationship with her employ-

While there are no official statisties oo telecommuting, experts in the field believe that about 40 major corporations already have for-mal telecommuting programs and that the number will double this year. As many as 400 companies muting on a small scale.

benefit both employees and em- and printer. He heads a group of 12 realized from telecommuting can ployers — employees because they can avoid often tiresome journeys

"Telecommuting is moving beobvious: Telecommuting requires
yond the buzzword stage," said Gil sophisticated home telecommuniof the labor force will ever be full-

Gordon, a consultant in Mon- cations and equipment that Nynex time telecommuters, because "peomouth Junction, New Jersey, who is well-equipped to provide.

specializes in studying telecommuting. Mr. Gordon said that firms are "getting into this for a real reason, to address a business problem." While not all workers can adapt to working unsupervised at home. others thrive on it, he said, adding that productivity can increase up to

In some ways working at home is hardly a new concept. Outside sales people have worked from home of-fices for years, and some industrial historians consider that the trend represents nothing less than a return to the cottage industries common before the Industrial Revolution. The key to the current vogue lies in the falling prices and increased availability of office-automation equipment.

Frank Knight heads an experimental telecommuting program at Nynex Corp., the company formerly owned by the American Tele-phone & Telegraph Co. that operates telephone companies in New Wang Laboratories professional their own. The benefit to Nynex is muting programs, he said,

home becomes more like an office. casts that telecommuning will grow the office comes to serve a new at an annual rate of 300 percent function, in some ways taking on this year with continued rapid insome of the characteristics of a creases until the mid-1990s, when home. Because few telecommuters growth will start to level off. By will work exclusively at home, they will continue to oeed a central loca- information workers (who comtion to meet colleagues and clients.

There is no established definition of a telecommuter, Jack Nilles, a senior research associate at the University of Southern California in Los Angeles, is widely credited with coining the word telecommut-ing. He said that his original cona dozen years ago intended to provide solutions to urban congestion. Because 40 percent of urban vehi-

cle use is related to commuting, he said, telecommuting offers the possibility to significantly reduce traf-fic jams while eliminating the need for costly transportation systems. Mr. Nilles called telecommuting

York and New Jersey. He works at a "subset" of "teleworking," which home with \$12,000 worth of elec- be said includes use of office autoare experimenting with telecommunication tronic equipment, including a mation and communication sysmuting on a small scale.

Wang Laboratories professional tems in traditional settings. He esti-The new work method seems to computer with a telephone modem mated that productivity gains Nynex employees charged with developing a consultancy in telecompercent. Those who do "solitary to the office, and employers because many home workers seem to other companies to implement efficient gains in produc-

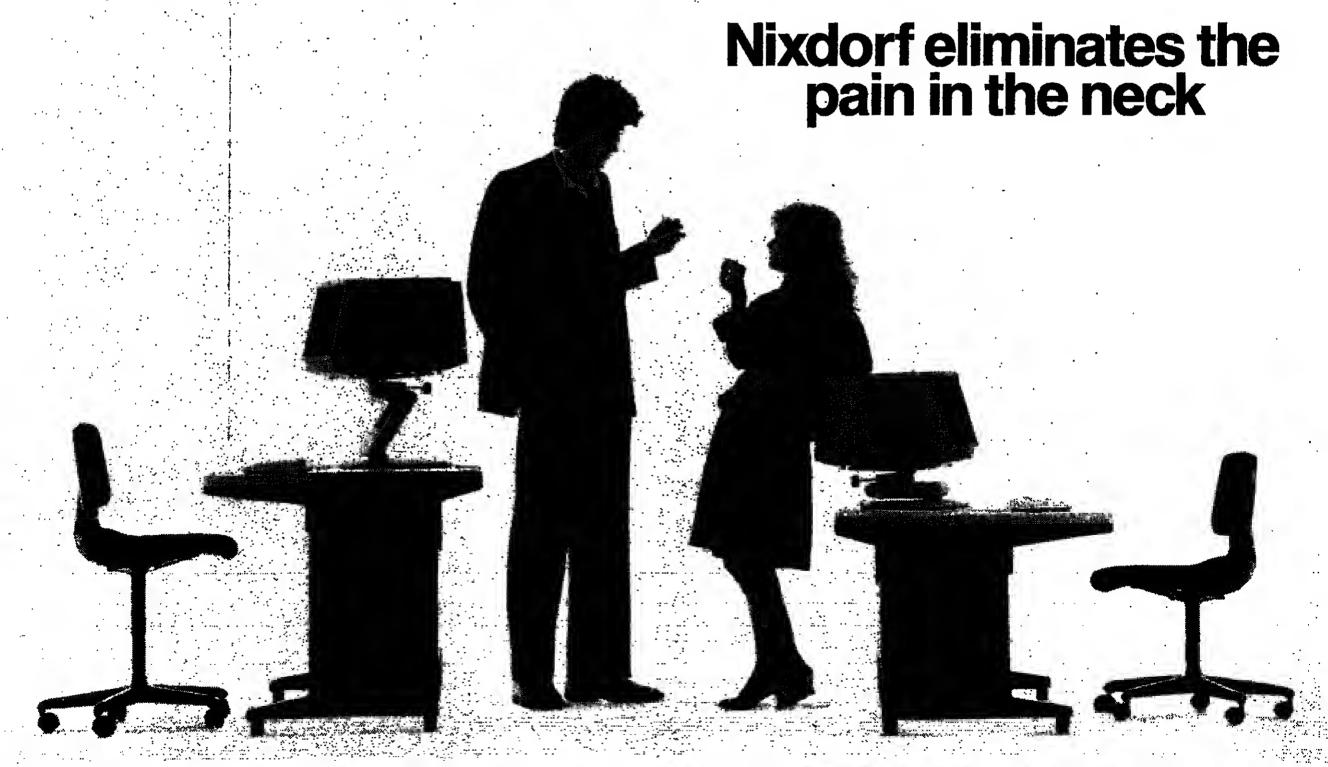
s well-equipped to provide. ple do enjoy social interchange in Mr. Knight noted that, as the office environment." He forethen, he said, about 20 percent of prise about half of the 105 million U.S. workers) will work at home at least part of the time, but not more

Telecommuting programs at most major companies are still in their infancy but managers who have been involved are almost all cept grew from work he was doing enthusiastic about their experiences thus far.

than 6 percent will do so full time.

The social consequences of telecommuting are only starting to be understood. Art Buchwald, a columnist for the Los Angeles Times Syndicate, divides his time between a formal office in downtown Washington and a home office equipped with a CPT word processor. He has had the home processor almost five years, and he said that it has changed his working habits. Now he goes into the office in the morning, stays downtown for lunch, then goes home in the afternoon. He resumes work at home in the

Mr. Buchwald said that he loves his oew routine, but that his wife is not so enthusiastic. It is part of a trend, he observed. "I know guys who work at home, and I'm amazed their marriages are still going."



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# The Importance of Oral Communication

# Telephone Remains at the Heart of a Maze of Sophisticated Equipment

By Sarah Glazer

BOSTON - If you thought change would hypass at least one thing in your office — the old familiar telephone — think again.

Not only has technology taught the telephone some new tricks, but also, in many countries, deregulation of the telecommunications industry will increase options for telephone equipment and services

Because of microprocessor technology, telephones are more portable; they have developed memories and, in some cases, they have been grafted onto computer terminals to let executives send mixed voiceand-text messages.

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are computers, which automatical- department. ly perform the duties of an army of for even the most automated equip-

Depending on the size of the as many as a thousand lines.
The most sophisticated models

are evolving into far more than automated switchboards. The latest PBXs can route both

changed most radically is the private switchboard.

The estimated that the United would end the total control that the united would end the total control that the market segment through 1988, with part of the same switches in a host of advanced services, ranging from automatic dialing to send-ing from automatic dialing to send-ing voice or text memos around a market segment through 1988, with part of the same switches in a host of advanced services, ranging from automatic dialing to send-ing from automatic dialing to send-ing voice or text memos around a market segment through 1988, with part of the same switches in a host of advanced services, ranging from automatic dialing to send-ing from automatic dialing to send-ing voice or text memos around a market segment through 1988, with part of the same switches in the same switches are same switches.

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A feature available on some. telephone operators — although a called voice messaging or voice few human operators are needed store-and-forward, records messages from callers, much like an answering machine.

But it is also possible to route the switch, it is called either a key sys- message to others in the huilding or tem, which normally handles from to originate a voice "memo" that is 5 to 50 lines, or a private branch couted to a list of colleagues with-exchange (PBX), which can handle out the bother of typing and traditional distribution.

The worldwide market for PBXs will grow from \$4.3 billion in 1983 to \$6.6 billion in 1988, said H. Paris Burstyn, a telecommunications anvoice communication and data alyst for the Boston-based research But the equipment that may have within a company and can provide firm of Arthur D. Little. Inc.

Europe in second place until 1986, customer may attach to the public when Asia will shoulder its way network.

into second place. regulation of the telecommunica-

tions industry.
In the United States, deregulation of AT&T, the U.S. telecommunications common carrier. spawned an outhursi of market acuvity that surpassed most observers' predictions.

Recently, other countries have started the process of deregulating their post, telephone and telegraph

British Telecom, the U.K. com-A force Mr. Burstyn identifies as mon carrier, will be deregulated at a spur to sales and to competition the end of 1984, and deregulation among manufacturers is the world- of Japan's common carrier, Nipwide trend loward government de- pon Telegraph and Telephone, is under debate in the Diet now,

> Efforts to liberalize telecommunications are taking place in Canada and France as well. However, customers in most countries still "have to buy equip-ment that is PTT-sanctioned." Mr.

> Burstyn said. "A vendor can't just enter the market but must meet qualifications of the PTT."

These rules force foreign manufacturers into joint ventures with ocal companies to sell their equipment in much of the world.

"We're not selling to Europe much, said Bill Krepick, a market-ing manager for Rolm Corp., a Santa Clars, California, maker of PBXs that experts consider among he most advanced.

He said that meeting PTT quali-lications takes longer in Europe than elsewhere. "We've concentrated on areas where we could get tarted faster: the Mideast, South America, Japan, Hong Kong and Australia," he said.

Import and export barriers are or all political either. Equipment from one country is

not necessarily compatible with an-other country's public network. Although networks are stanlardized all over Europe, they use

different standards from those in the United States and Canada, said George Rackett, manager of mar-keting communication for the U.S. subsidiary of Siemens, the German lecommunications giant.

"You can't just bring a PBX om overseas and plug it in." he

Despite these problems, "deregulation is creating a very exciting race for market share among PBX nanufacturers," said Amy Smith, a elecommunications analyst for the Yankee Group, a Boston-based market-research firm.

She rates the leading contenders s the U.S.-based companies AT&T and Rolm, Canada's Northem Telecom and Mitel. Japan's NEC. Germany's Siemens and Sweden's L.M. Ericsson.

Digital PBXs, which transform oice traffic into digital signals that can be routed through the same system as data, let a company use a ingle network for both data and voice without having to rewire a

can be routed through the same system as data, let a company use a ngle network for both data and

Features available on some companies offer combination telephone/computer terminals that allow you to gain access to computer
data bases through the same wires

are to penetrate the office automation market. that connect the telephone. Northern Telecom has two models: one François Le Carvennec, manager of the optical disk that works only with the PBX and a department at Thomson-CSF in Paris. stand-alone version that an executive can hook up at home, said acknowledged Mr. Jasionowski. Brian Murphy, a company spokes-

pick sees as the ultimate goal of annotation," he speculated.

# Hi-Tech's Answer to Files **And Storage: Optical Disks**

PARIS - The electronic clutter of the information age will soon be stored in high technology's latest

uswer to the filing cahinet — the optical disk.

The volume of information that people can collect, gain access to and exchange electronically will grow dramatically later this year with the commercialization of this laser-based storage medium. The optical disk will perhaps satisfy, at least temporarily, the computer users' voracious appetite for information

The disks, 8- to 14-inch platters that resemble hi-fi recordings, will have a storage capacity equivalent to as much as one million typewritten pages, or 50,000 still images. This is 4,000 times the capacity of the floppy diskettes used with many personal computers. Several electronics manufacturers worldwide have

delivered prototypes of the disks and the devices that store and access computer-coded information on them to customers. Large-scale production is to begin later

this year.

But manufacturers and industry analysts doubt that in its current form the optical disk will find widespread use in the electronic office.

"The major areas of application in business and industry are probably not going to be in office auto-mation," said Fred Heys, a consultant at Butler Cox and Partners, a management consultancy in London. "We believe the [office automation] market will be

slow to develop," said Gordon Knight, a director of technology at Shugart, a wholly owned subsidiary of Xerox Corp., in Sunnyvale, California, Shugart and Thomsoo-CSF, the French electronics manufacturer, co-developed the 12-inch, 1 billion-eharacter optical disks that they each plan to begin commercializing in mid-1984.

Many manufacturers predict that the new technology will be ready for the office in four to five years, after further refinements in the devices as well as in the office environment itself.

Digital PBXs, which transform "Office use will require a different packaging of the voice traffic into digital signals that technology," said Gene DeKoster, vice president for planning and requirements at Storage Technology

"Our company feels that there is a tremendous need voice without having to rewire a in office automation. Jor the optical disk," said Tony building. Digital PBXs are expensions, in the director of recorder products at the sive, however. Ms. Smith estimated Matsushita Technology Center in Secaucus, New Jer-Although the marketplace is in its infancy, manual Although the marketplace is in its infancy, manual and the second of the control of the c the starting cost to be about \$1,000 sey. The problem is that office automation. . has not taken off as some people projected." Some skeptics argue that using an optical disk in the

PBXs go far beyond the capabili-office is like using a bulldozer for backyard gardening ties of ordinary telephones. Several They say that most offices do oot yet need a device

"For the office one can imagine less memory,"

This is more memory than anyone is used to,"

The optical disk "is a little ahead of its time," said Mr. DeKoster. He believes that the development of optical-liber cable networks, with their ability to rapminal on every white-collar work-er's desk is what Rolm's Mr. Kre-

Unlike other electronic storage media, optical disksmost equipment manufacturers, are not erasable. This so-called write-once characteris-The office document of the future tic, one of its greatest strengths vis-a-vis applications would have "text and graphics - such as the archival storage of documents and picmaybe a bar chart or someone's tures, is one of its greatest weaknesses in terms of the signature - and a voice message or office, where there is an emphasis on creating and updating documents.

To store computer-coded information on the disk, a laser burns boles or pits into its smooth metal or plastic surface. Later, to read the information stored there, the device measures the refraction of the laser's light off the disk's surface. Due to the physical change of the disk's surface, information cannot be overwrit-

esting to t

THE REPORT OF THE

"One has a paper, a pencil and no eraser," explained Mr. Le Carvennec at Thomson-CSF.

you could produce an alterable optical disk." said Mr. Heys, "it would improve its attraction by an order of magnitude." But he calls this development something beyond the horizon."

Manufacturers are more optimistic. Matsushita demonstrated the first crasable disk in April 1983. The company expects to commercialize the product by 1986, according to Mr. Jasionowski. Other electronics manufacturers, such as Sony and Hitachi, are reportedly working on the problem. Although many public accounts of optical disk

technology have been flush with predictions that it will replace existing magnetic-based storage media, the manufacturers interviewed were more moderate in

"Our belief is that the write-once disk will have relatively little impact on the magnetic media indus-try," said Mr. Knight, who directed the development of Shugart's optical disk at Xerox's Palo Alto (California) Research Center.

"I think that it is going to displace part of the market for magnetic media," said Mr. Le Carvennec, but it is not going to make everything obsolete." "Magnetic media will always have a home," said

"It is an additional media." explained Martin Mc-

Coy, manager of the optical disk department at Storage Technology, "It will permit applications that were not possible before."

The archival storage of huge amounts of disparate types of information is seen as the optical disk's most mediate attraction. "For archival storage it is certainly going to impose

facturers are clearly expecting it to be segmented. They are offering products that run the gamut from Philips' stand-alone, multidisk "jukebox" library sys-tem, to the 8-inch, 700-million-character optical disk developed by Matsushita.

The largest single-disk system is offered by Storage Technology. Its 14-inch disk, unveiled in Europe in March, can store 4 billion characters. The company plans to link the device to large mainframe computers for information-intensive applications such the storage of medical X-ray films.

The lucrative office-automation and personal-computer markets certainly will induce manufacturers to develop smaller, desktop optical disk units that offer less memory at lower cost.

Manufacturers, such as International Business Machines, are looking at the possibilty of transforming laser-based compact audio disks, currently used to store analog sound signals, into digital data storage

But manufacturers are already looking for ways to expand the memory of their optical disks. Storage Technology projects that optical memory will increase by a factor of 10 in the next 20 years.

- AMIEL KORNEL

# Gear-Up For The Olympics With Brother

Being selected to compete in the Olympic Games takes years of hard work and training. The same can be said for being designated by the Los Angeles Olympic Committee as their official typewriter. Through many long years of making typewriters. Brother has gained the experience and reputation for quality

machine sophisticated enough to gain such acceptance. The forerunner among electronic

that are necessary to produce a

typewriters, EM series machines employ an ultra-light-touch keyboard that will allow typists to type af record-breaking speed. They won't be tripped up by typeface or ribbon changes either, for Brother's cassette-enclosed daisy wheel and ribbons slip in cleanly and effortlessly.

The EM-200 with its 16 character display and 8K memory allows storing text and phrases, and detection and correction of errors before they're printed. The correction memory on both the EM-200 and EM-100 permits automatic correction of the previous 500 characters. Press a button and you are

automatically relocated to the position that you started from But what really puts our EM series ahead of the competition is its reliability through many years of use. All typewriters wearing the Brother EM symbol are winners of one of the most severe testing courses ever devised for office machines. By producing the 'Official Typewriter of the Los Angeles 1984 Olympic Games". the efficiency experts at Brother have again shown their sophistication in high-quality office machines.



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# People Who Hate Paper

(Continued From Page 9)

as president of the Washingtonbased Electronic Mail Association, are a dramatic reduction in time spent reaching the right person by telephone, the simplification of in-ternal communications, the elimination of "antiquated" delivery systems, and an end to time zone

"You can't just pick up the tele-phone and say, 'In reference to your memo...' We're social ani-mals," said Mr. Coughenour. With electronic mail, however, the small talk is eliminated and the task at hand, he added, can be dealt with rapidly.

on their own equipment for elec-tronic mail networks. Others cut down on start-up costs by relying on the services of commercial vendors. Costs to users vary, depending on hardware, software, and flexibility of the service.

The U.S. Postal Service, for example, lets subscribers send letters from their computers to distribution points across the country, where they are printed, put in envelopes, and delivered by letter carri-ers. The service, E-Com (electronic, ic mail is hy no means a panacea. computer-originated mail) is inex-pensive, but delivery may take two there is the potential for imauthodays. In Canada, a year-old service rized entry - an invasion of corpopermits next-day delivery. Delivery rate privacy.

of a two-page letter costs users less than two Canadian dollars.

These services, while often faster than traditional mail, do not offer instantaneous communications. MCI Mail, a recently inaugurated commercial service that offers next-day and same-day delivery of electronically generated mail, of-fers instant communications, as well. Subscribers are assigned electronie mailboxes; to leave a letter in someone's mailbox costs \$1. For businesses that can benefit from electronic mail, but cannot justify a large capital expenditure for hardware, commercial vendors like MCI Mail can be adequate.

Some larger businesses, like Citibank, have developed their own internal systems for instant communications. Because equipment and usage varies, typical costs are diffi-cult to calculate. But users of electronic mail report significant de-clines in interoffice memos, telephone time and photocopy machine use. Other businesses, however, do not focus on cost-saving factors; instead, electronic mail is viewed merely as a more efficient way of doing business.

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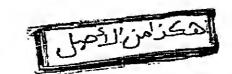
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#### OFFICE AUTOMATION

# Investing to Solve Efficiency Problems

LOS ANGELES - Whenever a secretary called in sick, a major problem would arise at Price Brothers in Dayton, Ohio.

Since each manager at the medium-sized manufacturing company had an individual secretary assigned to him, unexpected absences threw a wrench into the system. Replacements would be unfamiliar with the style and routine of the individual managers. Confusion would reign. If the liness or absence lasted more than a few days, typing and clerical work

"There was just a lot of inefficiency," said Lee Byers, vice president for Iministration.

To solve the problem, Price Brothers utilized a strategy that is becoming more commonplace for the business establishment — they called in an independent, outside consultant specializing in office automation to study the problem and recommend solutions.

After a six-month study, secretaries and clerical workers were placed inder a oewly formed management systems group. Word processors replaced typewriters, individual managers sent clerical and typing chores to a secretarial pool and procedures were written down and formalized for each area so that even temporary replacements could quickly learn the

Now productivity is up 30 to 40 percent from what it was before.

"The dollar savings was not the motivating factor in doing this." Mr. lyers said. "Efficiency was the main reason. Any other savings were just a syproduct of that efficiency."

Officials at Price Brothers are pleased at the outcome. Their experience is being increasingly repeated throughout the United States and Western Europe as businesses of all types turn to office automation specialists for solutions to their problems.

Office automation always has been part of business and industry. But the rapid growth in the last three years of items like desk-size personal computers, word processors and new, sophisticated business software packages has created confusion in the field and opened up new opportunities for the office-automation specialists.

"Personal computers aren't the answer for everything," said Mary Ruprecht, of Mary M. Ruprecht Associates in Duluth, Minnesota. "But there's so much advertising being done and so much hype that a lot of people feel they can go out and buy them and they will sovle all their needs. The face of office automation has changed significantly. The small machines have brought automation in the [price] range of nearly every business. They can cost justify it very rapidly.

A certified, independent office automation specialist for more than 15 years, Ms. Ruprecht was called in to solve the inefficiency problems at Price Brothers. She has worked for small- and medium-size business clients that include medical facilities, attorneys, insurance companies, manufacturing plants, financial institutions and educational institutions in the United States and overseas. She also is the author of a recently published book, "Managing Office Automation."

Like many such consultants, Ms. Ruprecht provides feasibility studies, Like many such consultants, Ms. Ruprecht provides feasibility studies, floor-plan designs, assistance in hardware and software selection, strategic planning and in-house equipment training. She charges a daily rate oy to market a program called the Personal Productivity Center, which

based upon the size of the modernization project and the oumber of people involved.

A one-day overview of office operations and a series of verbal sugge tions can cost as little as \$3,000 to \$4,000. On the other hand, the full range of services can cost more than \$25,000.

For Price Brothers, Ms. Raprecht spent six weeks studying the compaoy's needs. During that time she met and worked regularly with a special task Torce composed of management and workers. She devised a plan that included restructuring of the secretarial and clerical functions, the use of a central dictation bank for management, the selection of word-processing equipment and the choosing of the proper business software program. Approximately 36 cherical workers and secretaries were affected by the recommendations, although other offices were automated later. It took three months to implement the initial proposal. Six months later her firm conducted a productivity review to study how the plan was working.

The cost for such services to medium-size companies is approximately \$20,000. Mr. Byers said such an investment is well worth it from an efficiency standpoint. Problems caused by absenteeism have lessened. Also, the reorganization opened up career advancement opportunities for the clerical work force that did not exist before since clerks and secretaries were tied to one particular department or individual.

"I won't say there weren't any problems because any time you make changes like that in the system, of course there are going to be problems," Mr. Byers said. "But we've pretty well overcome all the difficulties.

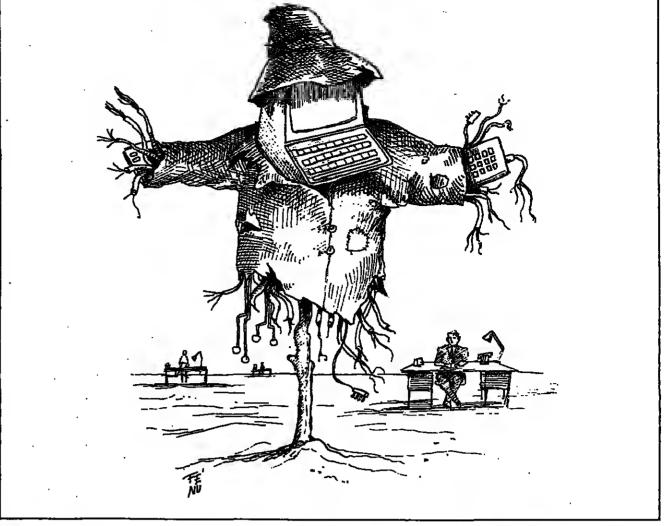
"Given enough time, someone within the company might have been able to do it, but it would have been a hell of a lot of grant work, interviews with the people involved and time spent selecting the right equipment. We're satisfied with the results.".

Businesses choosing to call in office automation consultants can choose any oumber of options, of course. Major accounting and consulting firms like Arthur Little and Co. have established their own office automation divisions. Many major hardware manufacturers also are

By turning to the manufacturers - who, of course, recommend their ment — customers lose the independent advice that consultants like Ms. Ruprecht provide.

For example, Hewlett Packard, a computer bardware manufacturer based in Palo Alto, California, in the state's Silicon Valley high-technology corridor, recently established an office-automation division. The firm, like its competitors, holds office-automation conferences to introduce new products to the business community.

"By tightly integrating the functions of personal computers, secretarial workstations, departmental computers and office software, we believe HP will fulfill a significant need in the marketplace," said Edward R. McCracken, general manager of the company's business development group. "And we expect the market to be a significant one — close to \$23 billion by 1988."



links personal computers into powerful data bases or office software on

larger computers.

Many consultants involved in office automation say the computer boom of the last three years has dramatically altered the field and created a much more sophisticated market with a myriad of needs. Often the automation issue for a company involves broader issues that encompass

"In a diversified, autonomous company what you are doing is really

writing policies and standards," said Leon Jackson, a senior consultant specializing in office automation for Arthur Little.

As a result, in his consulting sessions be attempts to involve top management at the outset since they will be greatly affected by the changes a consultant will bring about. "There are tremendous organiza-tional and security issues being raised," Mr. Leon said. "The planning should be top-management-directed. My mission is to get to the higher levels [of a company] as quickly as possible."

#### CONTRIBUTORS

AL FURST is an editor at the Boston-based Electronic Business magazine.

SARAH GLAZER is an associate editor at the Bostonbased Mini-Micro Systems magazine. ALAN GREEN, a Washington writer, is co-author of

"The Phone Book" and is owner and editor of The City Desk, a Washington bureau for city and regional maga-

AMIEL KORNEL, who writes frequently on technology, is on the staff of the International Herald Tribune. JONATHAN MILLER is the managing editor of Communications Daily and Satellite Week, and the U.S. editor of Connections: World Communications Report.

AL SENIA is the West Coast editor of Iron Age, a business publication on the metal-working industries, and a frequent contributor to The Washington Post.

JOHN L. WOLFE is assistant editor of International Videotex Teletext News and TeleServices Report, a Washington-based publication that analyzes electronic banking development

# Stress of Computers Can Lead to Bad Health —

By David L. Holzman

SOLANA BEACH, California - With the advent of office antomation, the work of entering data into the computer moved from the back office into the front office - and with it came the unpleasant working conditions. The majority of data-entry work for banks, brokerage firms. credit-card and insurance companies still is done in the back office, or what has become known as the "computer plantation."

Once known as keypunch operators, they now are called data-entry clerks. On the average, they do about 11,000 keystrokes an hour, tend to be primarily black, work a 40-hour week, with two small rest breaks a day, and 75 percent of their employers run second and third shifts.

With office automation, front-office clerical workers now find themselves locked into shifts of six to eight hours at computer terminals, and the results have often been disastrous. Asking these overworked, stressladen operators to handle sensitive documents and forms is like asking galley slaves to relay the boatswains soundings up to the bridge.

The results were predictable as millions of Americans became the victims of bounced checks, rejection of credit, bills for merchandise never ordered or cancellations of insurance policies for unexplained reasons. Not only does the public suffer, but major institutions, according to a Fortune magazine article, also experienced the same chaos. The National Bank of Washingtoo unintentionally increased the quarterly dividend of Giant Food tenfold. The dividend was supposed to be 25 cents, but a keyboard operator made a mistake in placing the decimal point and thereby raised the sum to \$2.50. Checks for \$11,680,000, rather than

One major problem involved the fourth-largest U.S. bank, Manufac-turers Hanover Trust. Over a three-week period they reported billions of dollars entering the nations money supply, which led everyone to believe that the money supply was expanding and the U.S. Federal Reserve Board would clamp down on credit. The repercussions were felt in the stock and bond markets, and calm returned only after a Manufacturers Hanover spokesman publicly admitted the errors and claimed they came from "filling out a new form." What was left unsaid, but presumably true, was that the forms were filled out by data-entry operators and fed into a

Despite claims of improved productivity, service to customers and job satisfaction, the evidence is mounting that the computer is making things worse in the office. As most white-collar workers know, tension and stress existed in the office long before office automation. A U.S. government

study confirms their opinion.

"Clerical workers, especially those who have children, are twice as more likely to suffer heart disease than professional women clerical workers, such as secretaries, bookkeepers, bank cashiers and clerks, who had children at home, worked out of economic necessity, had consupportive bosses and suffered suppressed anger and were more likely to develop chest pains and other coronary symptoms of heart diseases," the study

According to the psycho-social study, the same women demonstrated the highest scores for suppressed anger. They had almost no control over their jobs," said Suzanne G. Haynes, an epidemiologist and principal investigator of the study. "They were told what to do and when to do it.

inabilities to control your life, even in the small ways. Into this tense environment came office automation, with the potential for depersonalizing supervision and absorbing much of the judgment clerical jobs used to entail. Another study at the Massachusetts Institute of Technology by Shoshannah Zuboff reports the problems of a linotype operator whose job was automated. "Instead of working that big coldtype printing cootraption with all the crafty judgment it required, she oow works at a computer terminal where she types information into a visual display unit," the report cited.

Visual display units, also known as visual display terminals (VDTs) or cathode ray tubes (CRTs), have been linked to stress and other psychological and physical ills by a number of studies. It was originally alleged that radiation from the tubes caused cataracts and even cancer, But a study by the U.S. Public Health Service, reported in a Wall Street Journal article last year, dispelled the cataract and cancer fears, while upholding the findings that eye strain, backaches, headaches, nausca, high blood pressure, loss of sleep, anxiety and stress were higher among VDT operators than among clerical workers who had comparable jobs, but did

"The clerical workers using the VDTs reported by far the most physical and mental stress," said Barbara Cohen, a research psychologist who helped conduct the study.

David L. Holzman has been involved for over 25 years in developing new markets for computer technology. He is currently at the University of

Advanced technology is not an aim in itself; it is meant to meet market requirements and win.

French designed GOUPIL 3 is in this respect one of the most performant and revolutionary microcomputers. It incorporates the whole range of world-wide software

standards commonly acknowledged as the best. It is a standard international product, and still a highly

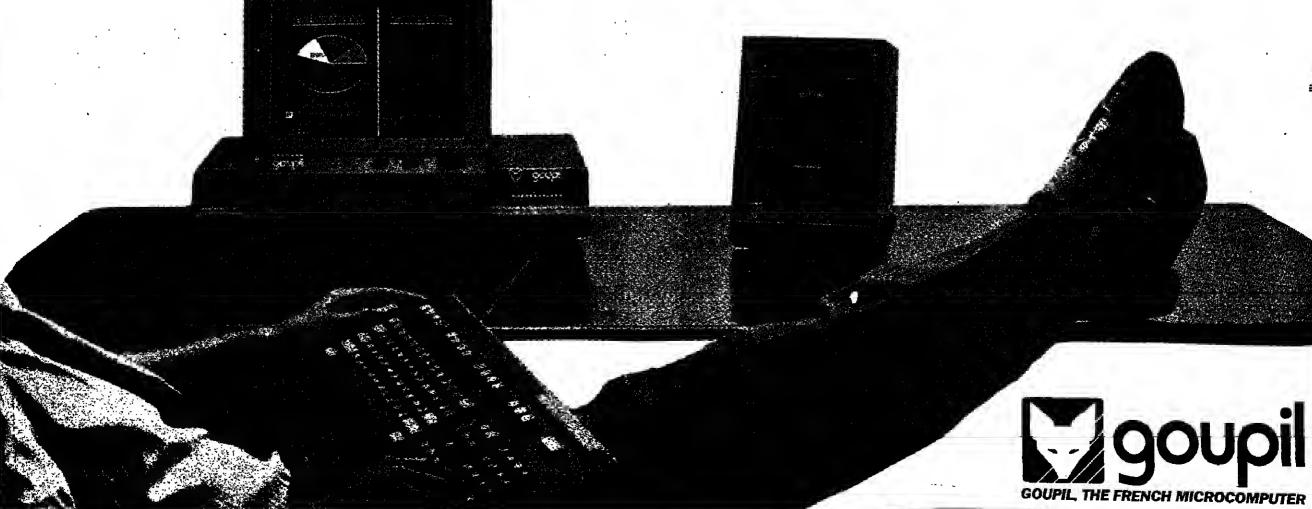
modular system, with 7 different Disc Operating Systems, particularly broad-minded with 3 microprocessors available, and top teleprocessing capabilities.

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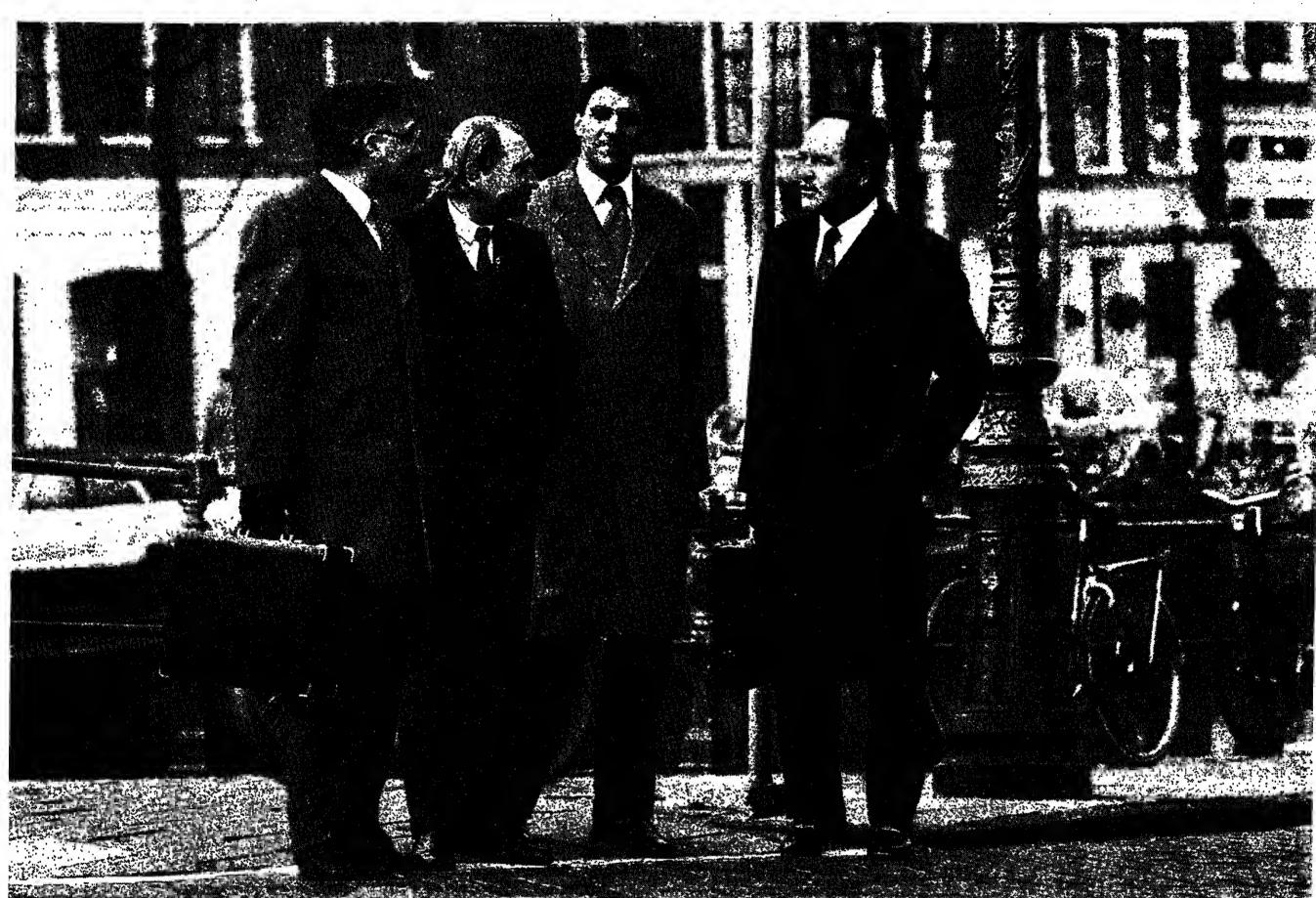
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# How Morgan Bank Nederland serves multinationals in the Netherlands-and worldwide



Morgan officers shown in Amsterdam are, from right: Andrew Peacock, president of Morgan Bank Nederland; Michael Enthover

Morgan Bank Nederland is the Dutch subsidiary of Morgan Guaranty Trust Company of New York. We specialize in wholesale banking and corporate finance for multinational companies and institutional investors, both in the Netherlands and around the world.

From our headquarters in Amsterdam, Morgan Bank Nederland's banking officers and treasury specialists give clients the responsiveness and careful attention traditional in Dutch banking. At the same time we draw on the multiple resources of Morgan's worldwide network to meet the increasingly sophisticated credit, operational, and advisory requirements of domestic and multinational corporations.

Innovative financial structures
For example, we work closely with Morgan
Guaranty Ltd, Morgan's London-based Euro-

market financing subsidiary, to find innovative, cost-effective financial structures for Dutch borrowers in the international capital markets. We not only respond to our clients' special needs but also help them take advantage of fast changing market developments.

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In corporate banking we're giving imaginative aid and counsel to Dutch companies at home and as they expand outside the Netherlands. We also provide a broad range of services to Dutch-

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As a full member of the Amsterdam Stock Exchange, Morgan Bank Nederland offers professional execution of orders in the Netherlands and abroad. We help clients in the Netherlands and other countries to achieve their funding and investment goals through both public transactions and private placements.

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Morgan Bank Nederland

WORLD STOCK MARKETS

# 

# **Bourses Show** Confidence as **New York Lags**

By Kenneth N. Gilpin New York Times Service

NEW YORK - Contrary to Wall Street's experience, the first quarter was a good one for

most major stock exchanges abroad.

"Markets outside the United States were significantly stronger than they were here," said John Ford, a vice president at Rowe-Price Fleming, a Baltimore-based international money cent, respectively. The slight selloff in chemical тападетепт сотрапу.

"Economies which have lagged up to now are accelerating in growth," Mr. Ford said, "while states the U.S. appears to be slowing down. And America's budget and trade deficit problems are not shared to the same extent elsewhere."

A look at the indexe are the same extent the part of the part of

A look at two indexes prepared by Capital International Perspective, a Geneva-based organization that monitors movement in world equity prices, shows how rapid the advance outside the United States was during the first

Capital International's World Index, which incorporates what happens on Wall Street, rose slightly more than 2 percent in the first quarter. to 189 as of Thursday. But Mr. Ford estimated that the organization's index that tracks prices on European, Australian and Far Eastern exchanges would be up an estimated 14 percent Frankfurt

for the quarter. quarter on the world's major exchanges.

#### London

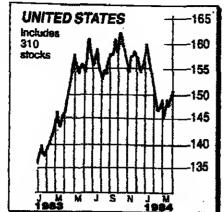
On the London Stock Exchange, the bull market, which started in 1975, continued in the last three months, with the Financial Times All-Share Index rising more than II percent, to 565.94, from the start of the year.

The main impetus during Jamiary was provided by overseas buying and takeover speculation. There was some fall-back in February, caused mainly by apprehension about the gov-erument's annual budget. But the performance of Margaret Thatcher's new chancellor of the Exchequer, Nigel Lawson, delighted the City on March 13 and during the following week the market set records in almost every sector.

There has been some easing in prices recently, due mainly to profit-taking. In spite of the slight decline, optimism remains high, as the economic recovery picks up steam and inflation remains moderate.

A decision by many businesses to re-equip their offices with products incorporating the latest technology has helped office-equipment manufacturers. Share prices in these companies rose 27 percent during the quarter, according to figures published by Datastream, a financial information service.

Companies in the life insurance and chemical first quarterly drop in the last five. Led by the sectors were the only major losers last quarter, battered high-technology stocks, the Toronto bosting price declines of 7 percent and 1 per
Stock Exchange 300 Index was down 6.2 per
a long-dormant sector: bank stocks. Tightly



company shares was prompted by fears in the industry that economic growth in the United States may slow in the third quarter.

After a dizzying rise of 57 percent last year, the pace of the advance on the Bourse has slowed slightly.

From under 80 in 1981, the Agefi index climbed to 155.6 by the start of this year, and has increased another 12.4 percent over the last ree months, to a close of 174.95 Friday.

Paris may have caught Wall Street's jitters. The market is hesitating on fears that the ascent cannot go on indefinitely. Prices have not softened, but volume is drying up. "After such a rise, a correction is inevitable," said Xavier Dupont, a stockbroker.

Frices on the Frankfurt stock exchange have fallen since the 100-share Frankfurter Allgemeine Zeitung Index peaked at 370.84 Feb. 2.

Despite a slight firming in mid-March, the downward drift continues, and the index closed at 348.69 Friday.

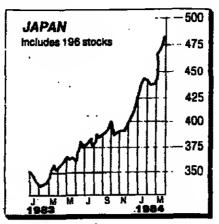
In spite of a rise in the value of the mark against the dollar — a development that tended to help share prices — the latest downward pressure has been influenced by Wall Street's performance and by uncertainty over U.S. inter-

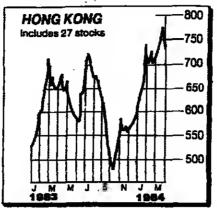
est rates and exchange-rate levels.

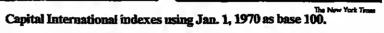
The market's advance has been led by banks, which reported strong increases in profitability for 1983. Thyssen AG and Hoesch Werke AG, two steel companies expected to profit from economic recovery, also posted gains, as did the three big chemical companies — Hoechst AG, Bayer AG and BASF AG — whose large overseas business was helped by the continued strength of the dollar.

Some analysts predict a renewed upswing in coming weeks, as West German corporations announce improved earnings in their final 1983' reports. But others say that the peak in February mirrored expectations of higher earnings, and that the descent is likely to continue,

Share values on the Toronto Stock Exchange were down for the first three months of 1984, the







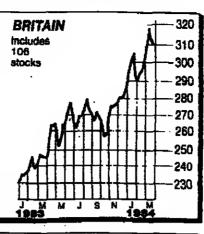
cent at the end of the first quarter, closing Friday 2382, 10,
"We have to go back to the bear market of 1982 to see similar numbers," said Richard Anstett, an official with the Toronto Stock Ex-

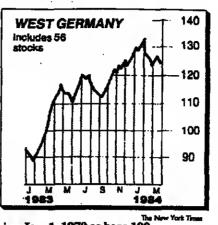
Among individual issues, Westfair Foods was the biggest gainer during the quarter, rising from a price of 13 Canadian dollars (\$10.20) a share to 65 dollars. The biggest loser, by con-trast, was General Motors of Canada, which fell by 10 dollars a share and finished the quarter at 83 dollars.

With export gains finally being supplemented by a pickup in consumption at home, the Japanese economy is gathering strength — and so is the Tokyo stock market.

The Dow-Nikkei index closed March 30 at another record high: 10,929.17. That represents a gain of more than 10 percent since the start of

Investor interest is turning to shares that should benefit from rising domestic demand. Printing companies, for instance, are sensitive to swings in private consumption, as advertisers spend more. Thus Japanese printers, such as Toppan and Dai-Nippon, are doing well. With consumption gathering pace, retailing and mar-





controlled and notoriously stable for years, bank share prices had moved by only a few yen for the past couple of years, until January. But the government has started to loosen its grip on banking and more changes are in the offing. "The financial revolution will take place at a rapid pace, even in Japan," said Hisamichi Sawa, director of Prudential-Bache Securities in

#### Hong Kong

A strong economic rebound fueled by brisk sales to the United States sent the widely followed Hang Seng Index ahead by about 16 percent in the first quarter of the year, closing Friday at 1014.38. The United States buys about 40 percent of Hong Kong's exports.

The electronics sector has been a star, led by Atlas Industries, which makes parts for the International Business Machines Corp. Taking advantage of the recent enthusiasm for electronics shares, several fledgling firms have issued shares for the first time, including Eltek, a manufacturer of circuit boards and cordless

Industrial groups such as Hutchinson Whampoa and Swire Pacific did well, both up more an 20 percent, as business activity picked up. However, the property sector remains depressed generally, due to continued uncertainty about Hong Kong's future. In 1997, the 99-year lease from China expires on 90 percent of the British colony's territory.

# **Japanese Retail Stocks** Regain Some Glamour

By Terry Trucco International Herald Tribune

TOKYO - They were Japan's domestic glamour stocks of the late 1970s, burnished by high growth, a buoyant economy and brisk consumer spending. But interest in retail stocks, which include department stores, specialty stores and so-called superstores - large emporiums stocked with food, clothing and household goods — flagged in the early 1980s.

The superstores, notably Daiei and Ito-Yokado, were themselves at least partly responsible for turning off investors. Flush with growth. they issued too many convertible bonds and diluted share values with stock dividends.

But in recent months the outlook for Japan's retail stocks has improved. No one predicts a repeal of the rapid growth of the 1970s, but sound management and diversification have made certain companies, particularly the super-siores, attractive again. Brisk sales of video tape recorders and personal computers have also piqued interest in specialty appliance and electronics stores.

Predictions of an improved domestic economy have added to many retail stocks' appeal. According to figures from the Industrial Bank of Japan, disposable income during the fiscal year that began April 1, is expected to increase 6.8 percent, compared with a rise of 4.7 percent in the previous fiscal year. The gain, attributed mostly to the upturn in corporate profits last year, should filter down to consumers through twice-yearly employee bonuses in June and December, peak selling seasons for most stores.

At the same time, inflation is low and wholesale prices have risen slowly, keeping store costs

But additional consumer income does not necessarily signal a buying bonanza, analysts caution. Japan still has a high savings ratio — 21.1 percent of individual disposable income, And while analysts have predicted as much as 6.5-percent growth in consumer spending in the current fiscal year, up from 4.9 percent growth in the prior year, the money will be dispersed over various areas, including housing. In recent years, spending on consumer durables has de-

All this makes well-managed stores with strong subsidiaries the stocks to watch, say the analysts. Most give the superstores highest marks. "They've diversified more than department stores and seem more in tune with what the consumers want and need," says Joy Wal-

bert, an analyst with W.L. Carr. Ito-Yokado, a superstore whose shares are traded on the first section of the Tokyo Stock Exchange, heads the list with a number of analysts. While the parent company is expected to year are estimated at 56 yen per share, up from

shops and 7-Eleven convenience stores, make it especially attractive. Earnings for the 7-11 operations alone increased 30 percent during the last three years.

Strong subsidiaries also helped revive Ito-Yokado's share prices after the company deluged the market with convertible bonds in the late 1970s. About 6 percent of these convertible bonds remain outstanding, compared with 19 percent still outstanding for rival Daiei, whose iversification effort has been less profitable.

Diversifications have been particularly important for superstores in recent years after the government began requiring all new stores over 500 square meters to obtain special approval.

Designed to protect small shopkeepers, the regulation has forced superstores to make the most of existing space and to diversify into small convenience stores.

For 1:0-Yokado, the positive effects of a twoyear drive to cut losses and increasing the earning power of its existing space showed up for the first time last year. During the last six months of 1983, the share price rose from 1,160 year to 2,190 yen, an 88.8-percent increase. The stock was quoted at the end of the quarter at around 2,200 yen (\$9.50) following a 10-percent bonus issue in February.

Daiwa Securities predicts Ito-Yokado's per-share consolidated earnings in the current fiscal year at 82.8 yea, up from estimated per-share earnings of 72 yea in the previous year. With a price/earnings ratio of 26, it is not a cheap stock, but expectations of 12-percent to 15-percent growth in consolidated earnings growth make it attractive, says analyst Kazuko Noritomi of Daiwa Securities.

Also favored by a number of Tokyo analysts is Uny, a smaller superstore company based in Nagoya and traded on the Toykyo Exchange. Uny a higher parent-company profit margin than Ito-Yokado and has a reputation for effi-ciency, according to Nomura Securities.

Uny's shares, trading at around 1,330 yen at the end of the quarter, have generally followed the pattern of Ito-Yokado and have risen about 61.4 percent during the last six months of 1983. Following heavy buying in January, Uny is about 20-percent foreign-owned.

Marui, recommended by both Daiwa and Nomura, began as a consumer loan business and branched into service operations, including insurance, travel and real estate brokerage. Patterned loosely after the financial services sector of Sears Roebuck, it is unique among Japanese retailers.

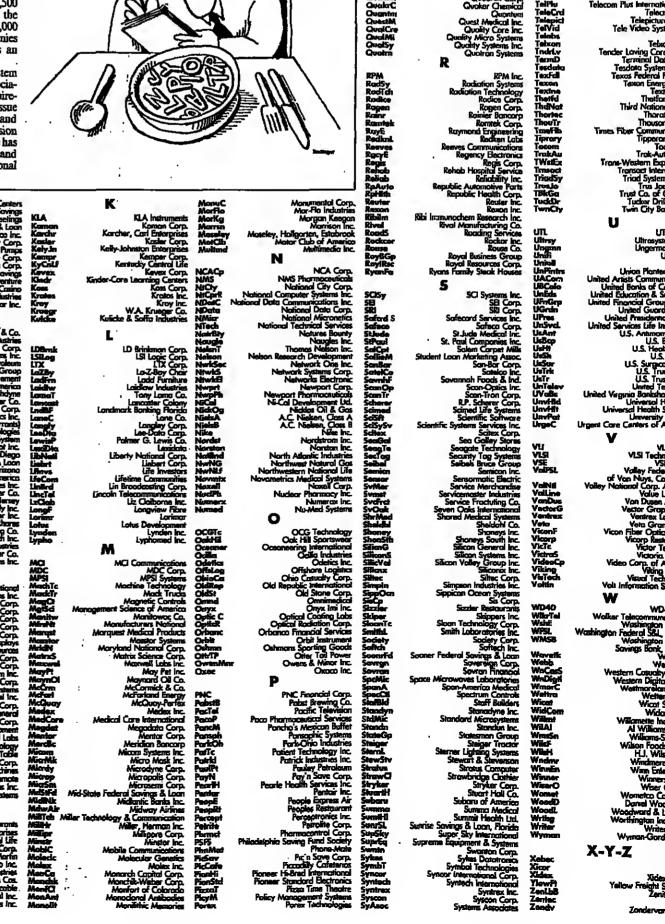
Its share price has been around 1,240 yen, up from a 1983 high of 1,163 yen and a low of 796 year are estimated at 56 yen per share, up from post a 30-percent increase in pretax earnings for 50.2 yen per share from the previous year, acthe year that ended in February, its successful cording to Daiwa, Estimated price/earnings subsidiaries, which include Denny's coffee ratio for 1984 is 23.

# The OTC From A to Z: A Guide for the Investor Who Is Lost in the Jungle of Abbreviation











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Tuesday's **NYSE** Closing

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NEW YORK — Prices were lower at the close of the New York Stock Exchange Tuesday in moderately active trading

The Dow Jones industrial average, which dropped 11.73 Mooday, was off 4.40 to 1.148.76. The Dow bad been down nearly 17 at midafternoon Mooday before rebounding a bit. The Dow transportation average was down 3.09 to 505.04 and the Dow utilities average was off 0.29 to 125.87.

Declines led advances by a 9-5 margin among

the 1,994 issues traded. Big Board volume was about 88.3 millioo

shares, up slightly from 85.7 millioo traded Monday.
Prices were lower in moderate trading of American Stock Exchange issues.

"Wall Street right now is waiting for the quarter reading.

Federal Reserve to say it is either going to raise the discount rate or oot raise it," said Marvin was shaprly higher in heavy trading. Limited Katz of Sanford C. Bernstein & Co. "And old loc. has offered to buy the company in a cash adage says when in doubt, sell them out and and stock pact worth \$1.1 billion. Limited stock

Mr. Katz said he has been impressed by the way the Dow Jones average has avoided falling below the 1,150 line. "I think the market could stay in a oarrow range for two or more weeks,"

Bankers Trust raised the rate their charge bro- light. IBM introduced text programs for its kers for loans to 111/2 percent from 11 percent. personal computer.

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The stock market has been following the movements of the bond market, which in turn

conomy is slowing down.

Analysts said that hig institutions were not ready to commit themselves to stocks as long as interest rates remaio high and prospects remain strong that the rates would move up even more.

But the survey showed the confidence was down a bit from that showed in the fourth-

Hansoo Industries to discuss a possible merger.

IBM, which skidded 2 Mooday after anouncing it boosted its bolding in Intel Corp. to Selling accelerated after U.S. Trust and 20 percent from 18.8 perceot, was in the spot-

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has been mirroring the federal funds rate, which banks charge one another for overnight loans.

The federal funds rate was trading at 10 9-16 percent, just about where it was on Monday.

The rise bas led to rumors that the Fed would the rise bas led to rumors that the Fed would be the statement of the second raise its discount rate.

Many observers believe it is just a matter of time before the Fed actually does raise this key charge because banks have boosted their prime lending rate to 11½ percent and there is speculation it will go to 12 percent soon.

Other experts said the Fed is likely to wait for a while before acting in order to see if the

Business leaders remained confident about

the economy in the first quarter and the job

was sharply lower in active trading.

U.S. Industries was higher and active. The company said it had received a letter from

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WEDNESDAY, APRIL 4, 1984

#### **INTERNATIONAL MANAGER**

# **Theory of Enterprise Zones Differs From Performance**

By SHERRY BUCHANAN

ritain has them. Belgium has them. Now France and West Germany want them. The magic words are enterprise zones - also called reconversion zones and employment

These zones, typically, are areas where companies are exempt from direct taxes—the corporate income tax, for example—and social security charges. The tax holiday for direct taxes differentiated as the corporate income tax and the corporate income t ares these zones from free ports or free-trade zones, where enterprises are exempt only from indirect taxes and import

The idea is by no means new. But the zones are becoming increasingly attractive to West European governments hard-pressed to find visible and rapid solutions, especially for the hardest-hit economic areas. Prime candidates are areas with high unemployment because of large-plant closings and dying

Proponents of the zones contend that the financial incentives granted will result in micro-economic miracles by attracting new investment, creating jobs and increasing

Some governments are allocating the enterprise zones as political handouts.

exports.

Free-market economists go even further. They see the zones as a way to get big government off the back of business. The ideal scenario goes something like this: Tax-exempt and bureaucracyfree enterprises would make the zones prosperous enough to create political pressure groups that will push for tax-exempt and subsidy-free zones in their own backyards. It's what Michael van Notten of the Brussels-based European Institute calls "the multi-

But if the idea sounds good, things haven't worked out all that well in practice, at least in the British experience. The verdict is still out on the Belgian enterprise zones only established last year.

F irst, governments are allocating enterprise zones as political handouts, not according to economic efficiency criteria. The enterprise scheme to resuctiate depressed areas expands when it's politically desirable," says Graham Mather of the Institute of Directors in London. "The second wave of enterprise zones in the U.K. took place before any conclusive evidence that enterprise zones were a success." In 1981, Britain created 10 zones and 12

In Belgium, the regions of Liege, Charleron and Mons have been so divided over who should get what that Wallonia still doesn't have any zones.

Second, a report done for the British Department of the Environment in charge of monitoring the zones is inconclusive. There is no evidence, according to the report, that enterprise zones have generated economic activity that wouldn't have been there without them. In Britain, the London zone has been rather successful in generating £335 million (\$479 million) of investments to date, but other zones have not matched that success.

In addition, there are some clear disadvantages to the zones. In Britain, large companies, for instance, have found enterprise zones convenient for warehouse facilities, which create few jobs. "They're an expensive way to create jobs," says Mr. Mather, "and the zones impose unacceptable distortions for companies out of

According to EC sources, the problem with the British enterprise zones is that the incentives were not great enough. The British zones only offer relief from administrative hassles - no need to apply for planning permission or to submit detailed statistical information, and they have certain customs advan-

tages.

One financial incentive is an exemption from rates — the local property tax. But, following the British government's tax-cutting measures for business announced in the March 13 budget, the enterprise zooes will probably seem even less attractive. Of the companies surveyed in the report, most said they welcomed the rate exemption. Less than a third said that the relief from administrative red tape made any difference to them.

But, if the British government is shying away from any new enterprise zones, other West European governments, notably the French, and certain West German chambers of commerce are considering some fresh proposals. If the British experience indicates that the incentive scheme was too little, then other governments might consider offering more. The French government is considering its own brand of enterprise zones — mainly more grants and aid instead of fiscal incentives.

CURRENCY RATES

INTEREST RATES

Rates conticute to interbank deposits of \$1 million minimum (or equivalent).

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Close Prev. Britain

**GOLD PRICES** 

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**Eurocurrency Deposits** 

**Key Money Rates** 

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West Germany

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Late interbank rates on April 3, excluding fees.

But West European governments will not be able to offer (Continued on Page 21, Col. 5)

# **Utility Gets** Auditor's Warning

Credit Needs Tied To Nuclear Unit

> By David E. Sanger New York Times Service

NEW YORK — An independent auditor for Public Service Co. of New Hampshire, the lead build-er of the Seabrook nuclear-power plant, said that unless the company found additional sources of credit in the next three weeks, it might be forced into bankruptcy and find itself "unable to continue in exis-

The report, released Monday, came only three days after the 16 ntilities that own the Scabrook project voted to cancel the plant's second reactor, if the pariners could find a way to help Public Service of New Hampshire recover its \$293-million investment. Last Wednesday, the utility said its banks, led by First National Bank of Boston and Morgan Guaranty Trust Co., had demanded that it find back-up sources of credit for Unit 1, which is 76-percent complete. The utility has repeatedly vowed to finish the

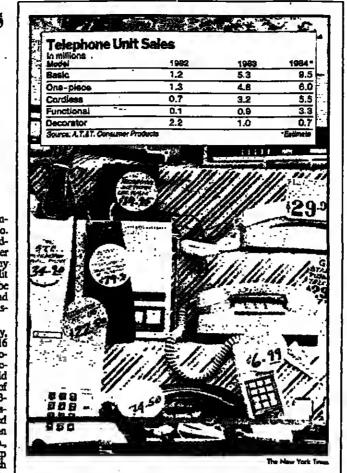
Public Service was the second major utility to report in four days that its auditors could not testify to its financial health. On Priday, Long Island Lighting Co., the builder of the Shoreham plant, said its auditors also expressed general fears about the company's future, but the auditor's report said nothing explicit about bankruptcy.

In contrast, the report of Public Service's auditors, Peat Marwick & Co., was unusually specific. In the utility's annual report, filed with the Securioes and Exchange Commission, Peat Marwick said that if the additional sources of credit cannot be obtained within three weeks, and the commercial banks decline to advance funds to the company under the revolving credit igreement, the company would be forced to seek protection from its creditors under the Bankruptcy Code and may be mable to continue in existence."

Public Service's revolving credit line is \$163 million. Some reports have circulated that the line has been temporarily suspended by the banks until the additional credit is found. Monday night, however, Myra Rivera, a spokesman for the utility, said oo credit has been issued in recent months "because we haven't asked for any."

Another spokesman for the company, Nicholas Ashooh, said the possibility of bankruptcy was displant at their meeting on Friday.

The company's troubles mirror those facing other builders of ooclear-power plants. When Public Service first proposed the Scabrook project 12 years ago, it estimated that the cost of the two plants, on the New Hamshire coast just oorth (Continued on Page 19, Col. 5)



# Competition Disconnects Phone-Supply Market

By Andrew Pollack

New York Times Service NEW YORK -It looked like an astute move in 1982 when Phone-Mate Inc., a leading supplier of telephone-answering machines, decid-

ed to enter the developing market for telephones.

But two weeks ago, Phone-Mate realized that phones were oot the answer, It announced that it would stick to answering machines and was nulling out of the telephone business, which had dragged the company into a loss of more than \$5 million for 1983.

Phone-Mate is the first well-known victim of competition and oversupply in the U.S. consumer-telephone business. Dozens of companies jumped into the business last year to take

advantage of what seemed to be great opportunities afforded by the breakup of the Bell System and regulatory changes that prompted many to buy phones — which usually saves money over the long run rather than rent them from the local telephone company.

Sales of telephooes almost tripled last year to 15 millon units, and will leap again this year to 25 million units, according to American Telephone & Telegraph Co. However, the oumber of vendors and the oumber of telephones on the market have grown even faster.

"You have twice as many phones as the market appears to be absorbing," said Peter H. Bennett, assistant vice president of the telecommunications group of the Electronics Industry Association, a

Added Paul P. Kulavis, vice president of marketing and sales at Phone-Mate: "I think the market got caught up oo its own bype." The oversupply is primarily in two product categories: inexpensive one-piece phones and cordless phones. The one-piece phones are selfcontained, with oo separate cradle or base. They sold for \$20 at the

beginning of 1983 but now can go for less than \$10. Cordless phones now sell for as little as \$69, down from \$100 last year, and many analysis expect further cuts as the industry closes out existing models and shifts to phones using new radio frequencies. And cordless telephones had problems of their own. So many were old that frequencies became overloaded and phones began interfer-

ing with each other. Last December, the Federal Communications Commission allotted new frequencies that should reduce interference. The oversupply has caused problems at many companies in addition to Phone-Mate, whose stock has dropped from a high of \$16.25 last year, to a bid of \$3 a share in over-the-counter trading Mooday. The company, based in Torrance, California, has said it is discussing affiliation with another company, which it did oot identify.

Dynascan Corp., which markets Cobra brand phones, recently

(Continued on Page 19, Col. I)

# Royal Dutch Raises Bid For Rest of Shell Oil Co.

By Bob Hagerty

LONDON - The Royal-Dutch/Shell Group is raising its bid for the 30.5 percent it does not already own of Shell Oil Co. to \$5.48 billion from \$5.2 billion. The new offer for 94.5 million

shares of Houston-based Shell Oil is \$58 apiece, up from the earlier bid of \$55. Shell Oil, whose board last week rejected the \$55 bid as too low, noted that under U.S. bid rules it must indicate its posicion within to days after the bid. Shell Oil Co. said it expected its board to meet

After the announcement of the new bid, Shell Oil shares were trading on the New York Stock Exchange at about \$57.50.

The Royal Dutch/Shell Group, the world's second-largest oil company after Exxon Corp., in January sought Shell Oil's approval for a bid of \$55 apiece for the minority shares. Shell Oil, the eighth-largest U.S. oil company, set up a commit-tee to review the bid. On the recommendation of that committee. Shell Oil's board last Thursday rejected the \$55 bid and suggested that it would recommend an offer of \$75.

The group responded the same day by taking its bid directly to Shell Oil shareholders through a tender offer at \$55.

it was sweetening the terms to "en-courage widespread acceptance." The offer starts Wednesday. The group said that it would not raise the offer, or effect a merger with Shell Oil, at a price of more than

\$5g for at least 18 months. In trading Tuesday on the New York Stock Exchange, Shell Oil hares rose \$2.125 to close at

Saoford Margoshes of hearson/American Express loc. in New York said he doubted that the group would be able to raise its stake above 90 percent. He ooted has Shell Oil employees own about percent of the shares and have "enormous loyalty to the manage-ment" of Shell Oil.

The response of the Shell Oil imployees could prove criocal on this," Mr. Margoshes said.

Uoder the applicable state law, analysts said, if the group raises its stake in Shell Oil to 90 percent it could force a "short-form merger" requiring only the approval of the group's board. If the group is mable to win 100-

percent control, some analysts say, probably will face a barrage of wsuits from minority shareholders. Already, several such suits have been filed, asserting that the original bid was unfairly low.

tender offer at \$55.

On Tuesday, the group said that it still considered \$55 fair but that ever, the minority shareholders control of Shell Oil.

Sir Peter Baxendell

cannot realistically hope for a rival bidder.

The British-Dutch group wants to buy out the minority shareholders partly to give it a freer hand to operate io the United States, Sir Peter Baxendell, chairman of the British arm of the group, recently cited the "very, very powerful legis-lation" protecting minority share-holders in the United States. Such legislation, he said, would expose the group to lawsuits if it made any move that could be construed as competing with Shell Oil.

Thus, some analysts say, the

cash-rich group might move to make further acquisitions to the United States if it gains complete

# Limited Inc. Bidding For Carter Hawley

By Isadore Barmash New York Times Service

NEW YORK - Limited loc., a Columbus, Ohio, retailer, has anoounced a two-step takeover bid for the Carter Hawley Hale Stores - whose retail interests include Neiman-Marcus, Bergdorf Good-man and Waldenbooks — for a total price of about \$1.1 billion.

The acquisition would sharply increase the standing of Limited in high-fashion retailing. The compa-ny currently owns some 500 clothing stores for younger women as well as the Lane Bryant stores and catalogue operations, which specialize in large-size women's appar-

Limited said on Monday night that it would begin a tender offer Wednesday for 53.6 percent of Carter Hawley Hale's common stock, or 20.3 million shares, at \$30 apiece, giving the offer a value of

Upon completion of the tender offer, Limited said the remaining Carter Hawley Hale shareholders could exchange their stock for shares of Limited, with each common share of Carter Hawley Hale being exchanged for 1.32 common shares of Limited. The stock swap is valued at \$500 million, based on

the current market value of Limit-

Trade sources on Monday night suggested that it was likely that Carter Hawley Hale would oppose the takeover move, noting that Carter Hawley has always been the initiator of mergers rather than the subject of one. A source close to a bit like the minnow trying to swallow the whale."

Carter Hawley Hale employees own about 18 percent of the commoo stock in the company profitsharing plan, while two founding families hold about 7 percent. These holdings could be obstacles to Limited. There are 35.3 million Carter Hawley common shares outstanding. The tender offer, expiring May 1, is subject to the condition that 20.3 million shares be tendered and not withdrawn.

Carter Hawley o Tuesday on the New York Stock Exchange at \$29, up \$3,375, on trading of ocarly four million shares. The trading was fucled by a flurry of takeover reports. Limited's stock closed at \$21, down

In Los Angeles after the market Hawley's vice president for invesdevelopments" to explain the vig- \$9.7 billion compared with a total orous stock trading.
But Monday night, Leslie H.

Wexner, Limited's chairman, said the company had purchased some 700,000 shares of Carter Hawley in ing for 78 percent of new borrowthe open market at an average price ing in March. Major fund raisers of \$21.50 over the past 30 days.

That means that Limited owns \$1.9 billion; Japan with \$1.7 bilabout \$15 million of the Califorpercent, to \$2.5 billion; trade with nia's retailer's stock, or about 1.5 France and Italy with \$800 million

Canada was off 6 percent, to \$1.7 percent of the total. billion, and Australian trade de-

# **OECD Says** Bank Lending Pace Slowed

PARIS — The volume of oew borrowing oo ioternational capital markets rose to \$13.5 billion in March, up \$1.9 billion from February but down \$4.2 billioo from March 1983, the Organization for Carter Hawley, who asked not to • Economic Cooperation and Devel-be identified, observed: "It sounds opment said Tuesday.

In the first quarter of 1984, the DECD said gross new borrowing through boods and syndicated bank credits was running at an annual rate of \$167 billion, up from the \$129-billion rate posted in the final quarter of 1983.

New bank lending amounted to \$4.3 billion, up \$1.9 billion from February. But the OECD said the increase is misleading because the figure reflects new lending included in the context of refinancing and rescheduling operations.

The rate of bank lending coornued to decline in the first quarter. the OECD said, to an annual rate of \$3g billion from about \$50 billioo in mid-1983. Bank lending stood at a peak of \$115 billion in

the second quarter 1982. Offerings of international bonds closed, E. Harlan Smith, Carter rose by \$572 million to \$7.1 billion, while the volume of bond issues on tor relations, said the company had domestic markets dropped by \$541 responded to a query from the million to \$2 billion. In the first stock exchange by saying that it three months of the year offerings knew of no internal or external of floating-rate notes amounted to

of \$19.5 billion in 1983. The borrowing activity among the OECD's 24 member nations remained high last month, accountlion; Soain, with \$900 million, and

Robert H. Morosky, Limited's In addition, the OECD pointed vice chairman, said that the \$600 out that U.S. corporations ar-Among the grain suppliers only Argentina raised its Soviet trade level, is being borrowed from a number of credit lines related to oil industry takeovers. These totaled \$34 billion.

## Soviet Increases Trade With Western Europe changing Soviet oil and gas for em Europe and to Western Europe industrial technology. The decline of Japan among the Russians' partsight decline in production. A doslight decline in production. A do-By Theodore Shabad

New York Times Service Official fixings for Amsterdam, Brussels, Milan, Paris. New York rates at 4:00 pm EST.

NEW YORK - The Soviet Umon, as part of an apparent reorientation of its trade among the leading industrial nations. strengthened its commercial ties

While trade with Western Europe grew by 6.4 percent in 1983, Soviet exchanges with other indus-trial countries, notably Japan and the United States, declined by 16

| Correctory | Correctory | U.S.S | Correctory | U. terns is due in part to continued large Soviet sales of oil and natural gas, growing purchases of modern industrial technology and a decline in imports of grain

equipment to the Russians.

The Japanese, by contrast, once Moscow's leading non-Communist trade partner, have been falling behind the main Western European nations. In 1982, West Germany and Italy had more Soviet busines than Japan, and last year the French also moved ahead of the

major non-European trading part-ners, the United States, Canada and Australia, has involved mainly Soviet grain purchases. A general decline in food imports in 1983 drove down the volume of trade with those three countries.

Soviet foreign trade activity was summarized last month in an eco-12 % 12 % nomic weekly. Ekonomicheskaya 12 % Gazeta, by Vladimir I. Klochek, Gazeta, by Vladimir I. Klochek, chief of the Economic Planning Department of the Ministry of Foreign Trade. More detailed data by

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All srices in U.S.S per sonce.

According to the summary, the sion make up the rest.

The leading Western European trade partners, meanwhile, increased their imports from the Soviet Union in 1983 - West Germaoy by 6 percent, Italy by 8.5 percent and France by 16.6 per-90 percent of the value of Soviet exports to these countries.

Argentina MARIVA Traders in Argentine **External Bonds** . COMMERCIAL BANKING

Sarmiento 500 1041 Buenos Aires - Argentina TeL: 33-7571/79 - 394-0584 Telex: 24211 - MAYRI AR 22849 - RIMAY AR

The shift away from the non-European partners, many of them grain suppliers, reflected the drop

in Soviet grain imports. Trade with oil available for export. the United States was down by 15 Soviet imports of industrial technology from the West rose by 15.1 percent in 1983, to nearly \$9 billion, according to the foreign-trade clined 20 percent, to \$540 million. plying about one-fourth of that equipment. West Germany is also a leading supplier of large-diameter pipe for the Soviet Union's ambito \$1.7 billion, a rise of 2.5 percent. tious gas pipeline construction pro-

gas for oearly 20 percent, and coal
The Soviet summary did not give
shipments and electricity transmisany figures oo grain imports beyoud saying that they declined

# MANAGED COMMODITY ACCOUNTS.

PERFORMANCE

RESULTS FOR

COMPTREND 11 **BEGINNING EQUITIES** OF \$100,000 ON JANUARY 1 OF EACH YEAR yielded the following

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# **Albright & Wilson Ltd**

**PROGRESS IN 1983** 

		illion
	1983	1982
Sales	570.2	520.1
Trading Profit	41.3	24.7
Capital Expenditure	24.5	18.6
Net capital employed (end of year)	223.9	238.3
Return on capital (%)	18.4	10.4

These figures relate to the group managed by Albright & Wilson, including companies owned directly by Tenneco. Under the Company's rationalisation programme, Resins & Organics Division was added and the

agricultural chemicals, anyl phosphates and toluene chemicals businesses were sold, following the sale of the Bush Boake Allen operations in September 1982 The continuing businesses showed a rise of 11% in sales and 48% in profits over 1982. All Divisions contributed to the increase in profits, the largest improvement coming from the UK but with overseas companies still providing the greater part of the total

UK exports in 1983 rose to £110 million, with the continuing businesses showing a 20% increase over

 Phosphates Division obtained two Queen's Awards, for exports and for technology.

Major capital expenditure projects were commenced in the UK, for the upgrading of phosphate and

detergent plants, while substantial expenditure on phosphorus and sodium chlorate plants continued in

 Productivity improvement continued to be an important factor in the growth of profits: the number employed fell during the year from 7,200 (including Resins & Organics Division) to just over 6,300, with disposals accounting for 700 of the reduction.

Copies of the Review of the Year may be obtained from R. F. Bennett, Corporate Public Relations Manager, at the address given below. Copies of the Annual Report. containing the statutory accounts, are also availa

ALBRICHT & WILSON International in chemicals 1 Knightsbridge Green, London SW1X 7QD



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This global shift in trading pat-

An analysis of trade figures re-leased by Moscow shows that Soviet trade with the industrial democracies last year became increasingly focused on West Germany, Italy and France, the principal Western buyers of Soviet oil and natural gas as well as the largest Western suppliers of industrial machinery and

Moscow's trade with three other

ners dates from the Soviet military mestic program of oil conservation, intervention in Alghanistan in late 1979, the adverse impact on trade of which appears to have been ral gas, seems to have made more ners dates from the Soviet military greater among the Japanese than among the Europeans. In 1983, Soviet-Japanese trade was down by 18.5 percent from a year earlier.

value of Soviet energy exports was summary, with West Germany sup-\$47.3 billion in 1983, or 53.7 per-plying about one-fourth of that cent of total exports. In 1982, energy exports were \$42.9 billion, accounting for 52.3 percent of all exports. Oil accounts for more than three-fourths of the total natural gas for oearly 20 percent, and coal

cent. Oil and gas account for 85 to

The Soviet Union appears to have maintained a high level of oil exports - about 1.3 million to 1.4 million barrels a day each to East-

**EXCHANGE REGULATIONS** 

- SPECIALISTS IN FOREIGN

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Tuesday's NYSE Closing

To Our Readers

Reaching More Than a Third of a Million Readers in 164 Countries Around the World.

## Akzo's Earnings Soared by 160% During Last Year

ARNHEM, Netherlands -Akzo NV's profit last year soared 160 percent, the company said Tuesday. It also said that it plans to expand in the United States in coming years, giving priority to a strengthening of its position in the pharmaceutical market.

It said that it would maintain its strong position in Europe, particularly in the Netherlands and West Germany, which accounted for about a third and a quarter, respectively, of 1983's sales of 15.09 bil-

lion guilders (\$5.15 billion).
Alexo earned 428 million guilders in 1983, up 160 percent from a year earlier. It expects a further rise this ed to be at least the same as last year's 12.91 guilders, despite an increased oumber of shares.

Results for the first quarter of said. Akzo earned 56.8 million guilsame period and orders were mainders in the first 1983 quarter 1983. tained at the high level attained in
ed without elaborating.

# **CIT-Alcatel Predicts Substantial Profit Rise**

iary of France's governmentowned Cie. Générale d'Electricité, Georges Pebereau, said Tuesday in a letter to stockholders.

He gave no figures but attributed the improvement to stronger performances by many of the group's subsidiaries and to capital gains from the transfer of its Sintra Alcatel and Transac Alcatel subsidiaries year, and per-share profit is expect- to government-owned Thomson-CSF as part of an asset swap last

Mr. Peberezo told stockholders 1984 were in line with those in the that parent company volume in final 1983 quarter, when profit rose 1983 rose 9.7 percent from the 5.23 to 143.7 million guilders from 49.8 billion recorded in 1982, Export o 143.7 million guilders from 49.8 billion recorded in 1982. Export restructuring "weighed heavily on allion a year earlier, the company sales were up 18.5 percent in the results in 1983 and will weigh on

PARIS — CIT-Alcatel, a subsid-ures for either year.

The chairman said most of the 1983 orders for public telephonewill post a consolidated net profit exchange systems came from clifor 1983 that is significantly higher ents who had already purchased than the 73.7-million-franc (\$9.1- the group's E-10 system. However, million) profit it registered during three nations—Algeria, Nicaragua 1982, the company's chairman, and Pakistan—did become E-10 customers for the first time in 1983,

> Mr. Pebereau said operations of Telic Alcatel, the group's private telecommonication subsidiary, grew substantially in 1983 and should continue to grow in 1984. with "remarkable progress" in profits. He gave oo figures, howev-

> CGA Alcatel and its U.S. subsidiary, Alta Alcatel, are being reorganized. Despite a 10-percent rise in CGA Alcatel's volume and a 25percent gain in orders on 1982, the

## Record Bond For Japan Set By Matsushita

TOKYO - Matsushita Electrie Industrial Co. will issue a 100-billion yen unsecured convarible bond on the Japanese domestic capital market, the largest to be offered in Japan by a private corporation, the company said Tuesday.

The current record size for a Japanese domestic convertible issue is the 80-billion-yen issue by Hitachi Ltd. in March.

Matsushita said the bond maturing 1994 and par priced, will be underwritten by a syndicate led by Yamaichi Securities

The coupon rate has not been determined, the company add-

Subscription will begin May 11 and end May 23, with pay-ment May 25, Maisushita said. The bond will be convertible after July 2. Cooversion terms will be announced later.

# Krupp Orders Rose 19% in First Quarter

HANNOVER, West Germany - Fried Krupp GmhH said Tuesday that world group orders in-creased 19 percent to 4.7 billion Deutsche marks (\$1.8 billion) in the first quarter of 1984 from 3.8 said here. billioo DM in the like period last Mr. Sil

Wilhelm Scheider, the board chairman, said group volume rose 2 percent from a year earlier to 3.4 billion DM. Orders for plant construction rose 113 percent during the three months to I billion DM. Heavy-engineering orders rose 19 percent and steel orders 10 percent,

The first-quarter figures confirmed Krupp's expectations that there would be an increase in oew orders in 1984, Mr. Scheider said,

Krupp, which is 25.01 percent owned by Iran, had a oet profit of 439 million DM in 1982, the last year for which full figures are available. Full 1983 sales are estimated to have exceeded 1982's 16.7 billion

# **Texaco Acquires**

WHITE PLAINS, New York -Texaco Inc. announced on Tuesday the completion of an agreement to acquire petroleum-marketing opertold by the U.S. Navy that it is ations in six West European coun-withholding \$850 million in missile tries from Standard Oil Co. of Cali-

fornia. The announcement said contracts were signed Monday in Zurich by Texaco and its affiliates and by Standard and its Chevron affiliates and cover marketing operations in the Netherlands, Belgium, Luxembourg, Denmark, Britain and West Germany.

Texaco's chairman and chief ex-ecutive. John K. McKinley, said the move strengthens the marketing of gasoline, diesel fuel and home-heating oil products for which the future is more dependable than heavier fuel oils.

# Latin States May Extend Brazil Hopes Deadline for Argentina

By Peter T. Kilborn New York Times Service

WASHINGTON - Argentina could be allowed as much as three months to reimburse the four Latin American countries that helped it through its interest-payment crisis last weekend, Jesus Silva Herzog, the finance minister of Mexico.

Mr. Silva Herzog whom Trea-sury Secretary Donald T. Regan cited as the architect of the \$500million loan agreement for Argentina, said Monday he expected Argentina to meet the 30-day repayment deadline that the partic ipants in the agreement reported Saturday. If not, however, the deadline can be stretched for 60 days, he said.

He also emphasized the significance of four debtor nations' con-tributing to assist a fifth. The four Latin contributors to the Argentine accord - Mexico. Venezuela, Brazil and Colombia — conceived and pulled together the deal in three days at the meeting of the Inter-American Development Bank last week in Punta del Este, Uruguay, Mr. Silva Herzog said.

"We did it ourselves, without deputies or bureaucrats," he said. "It took only the pobtical will of ecognizing our interdependence. It shows our solidarity and the extent of our sense of responsibility.

Mr. Silva Herzog said be was in Washington oo a "personal visit." He had limch Monday at the Treasury Department with Mr. Regan and is expected to meet with International Monetary Fund officials. Under the pact, Mexico and

Venezuela each agreed to contribote \$100 million to the \$500-million fund, Brazil and Colombia each put up \$50 million. Argentina contributed \$100 million from its own reserves, and the creditor banks contributed \$100 million.

After 30 days or so, Mr. Regan said Saturday, Argentina and the IMF would sign a letter of intent under which the government of Presideot Raul Alfonsin would agree to a plan to stabilize the ecoo-

arrangement with the Treasury's exchange stabilization fund and then Argentina would find and then Argentina would reimburse the four Latin lenders. .

After 30 days more, a longer-term agreement, providing perhaps \$6 billion for one year, would be worked out with the IMF, lending governments and the banks.

Mr. Silva Herzog confirmed that e four Latin contributors would he reimbursed hy the United

But, he added, if Argentina and the IMF cannot reach an agreement, "we [the Latin lenders] will get the money back from Argentina directly and if they dont't have the cash, we will take it as a prepayment for our imports of Argentine goods." If, for example, Argentina sbips Mexico \$400 million of wheat Mexico would pay only \$300, thereby reclaiming the \$100

million it put up for the loan.

Mr. Silva Herzog added, however, that he did not expect such a scenario. He said the talks on the letter of intent were well under way and he expected a signing in "a few days or a few weeks." lo the last nine months, Mexico

has succeeded in restructuring nearly all the debts that were due this year. Brazil is inching toward a similar solution.

With the recent history of debt problems in Mexico, Brazil and Argentina, Mr. Silva Herzog said, "it has become very elear that the responsibility for the problem has to he distributed among the debtors, the creditor governments, the banks and the international institu-

"It's oot just a problem for debtors," be insisted.

However, be said, the decision of Mexico, Venezuela, Brazil and Colombia to contribute to the Argentine agreement did oot mark the beginning of a debtors' cartel to repudiate debts, as some analysts have speculated.

'Here there is a cartel that organized itself to pay, oot to not pay," he said. This is a common problem. It affects us all. But now there is an ample possibility to improve omy. Once the letter was signed, the dialogue among the debtors, the U.S. Treasury would lend Arbut oot to take the easy solution of gentina \$300 million in a swap oot paying." To Avoid New

By Alan Riding

New York Times Service RIO DE JANEIRO - Brazil hopes to cover \$12 billion in interest payments owed on its foreign debt this year without resorting to new borrowing ahroad, foreign bankers and local officials have

But much depends on achieving its target of a \$9.1-billion trade surplus, they cautioned on Mon-day. So far this year, they said, the country's export performance has been encouraging.

Other variables, however, are the, course of international interest rates and Brazil's success in carrying out an austerity program approved by the International Mone-tary Fund.

"We're not anticipating any sud-den crisis à la Argentina," one for-eign banker said. "The prices for Brazil's exports are good and the price of wheat and oil, its main imports, are steady. For the first time, there are signs that the public Brazil is complying with the IMF."

Approval of Brazil's economic policies by the IMF is an essential

dement in the country's short-term financial outlook. The fund monitors Brazil's performance and must give its approval each quarter. Without that approval, contiouing disbursement of \$6.5 billion in commercial credits signed earlier this year and of \$3.8 billion from the fund itself might be suspended. Some \$2.4 billion of the \$6.5 billion of fresh credit was immediately returned to cover interest arrears for

The financial package signed with the country's creditor banks in January also included the postponement of \$5.5 billion in debt maturing in 1984, as well as the renewal of \$10 billion in trade credits and \$6 billion in interbank cred-

The greatest immediate concern appears to be Brazil's difficulty in nging down inflation. Last year, inflation reached 211 percent, and prices have already risen 35 percent in 1984.

March 15, 1984

#### **COMPANY NOTES**

ACF ladustries is the target of a sion is to produce military-computtakeover bid hy an investor group er bardware and software, headed by Carl C. Icahn. The microwave solid-state components group offered \$53 a share for ACF, even though shareholders are al-ready scheduled to vote April 25 on based company said. 3 \$50-a-share offer from E.M. Warburg Pincus & Co. An ACF spokesman valued the latest offer at \$455.8 million. ACF makes oilfield equipment, railroad cars, auto parts and plastics.

Coleco Industries, the troubled home computer and game maker, told the U.S. Securities and Exchange Commission that its bankers had reduced the company's lines of credit by \$33 million since

the beginning of the year. Eaton Corp. announced that it has acquired for undisclosed terms all of the businesses of Allied

(Continued from Page 17)

froze salaries for six months. The Chicago-based company has lost

money in the first two months of

stock has dropped from a high of \$37.625 in mid-1983, to a bid of

\$6.75 in over-the-counter trading

Other companies flocking into

home appliance unit of Scovill Inc., said. and Kraco Enterprises, which Mo

the year, officers said, Dynascan

\$22.25 last year.

makes car stereos.

microwave solid-state components and subsystems and electronicwarfare receivers, the Cleveland-

KLM Royal Dutch Airlines reported that the Dutch government has converted 2 million of its preference shares into ordinary shares. KLM now has 7.89 million nominal 100-guilder (34.3-U.S.-cent) ordinary shares ontstanding 44.1 percent of which are held by the government. The state also holds 76.5 percent of KLM's priority shares and 2 million preference shares, putting its overall stake in the company at 55.4 percent.

Marubeni Corp. of Tokyo said its U.S. subsidiary, Aurex Inc., will

prise in an industry that has seen year, booms for citizens' band radios, Ser

Webcor Electronics Inc. of digital watches, portable stereos, count for the difficulties in the Plainview, New York, reported video games and home computers. phone industry. While in many

Most of the products were made

in Hong Kong, Taiwan and other parts of the Far East, Imports of

Most industry experts say AT&T

Competition Disconnects U.S. Telephone Market

million in the quarter coding Dec. pany based in Fort Worth, Texas, the new phones did not live up to work. But passing such a review.

31. Its stock, traded on the Ameriaand sells telephones through its Ratraditional quality standards set by does not mean that a phone will

all phones.

ticipate in a gold mining project at Grant Mines, Alaska.
Shell Canada Ltd. notified its se-

nior management of the conclusions of an internal study on the possibility of cutting jobs and moving the company beadquarters from Torooto to Calgary. A spokeswoman said a "downsizing"

of the company was in the works. Sunshine Mining Co. decided to bypass resistant directors of Ranchers Exploration & Development Corp. and attempt to acquire the Albuquerque-based company from its shareholders. Sunshine offered to exchange 2.5 shares of its common stock for each share of Ranchers stock - an offer valued at \$37.19 per share of Ranchers

Tosco Corp., in a continued cot-Corp.'s Bunker Ramo Electronic form a partnership soon with Silback of its operations, agreed to systems, except for the antisubmarine-warfare product line, The divi-

This, of course, was hardly a sur- total to 10,000 by the end of the tures represent an attractive market

Several other factors also ac-

cases the hectic competition has

meant bargains for consumers, in-

One buyer for a large retailer

noted that 10 to 30 percent of the

consumers who bought inexpensive

telephones returned them, with re-

turns even higher on some models.

There were horror stories about

people getting half of them back,"

dustry executives note that many of they will not harm the phone net-

the Bell System, leading to a con- work, only that it will not harm the

newly formed venture beaded by Socal Interests Douglas Prestine, who left Tosco a year ago after serving a senior vice president. Terms were oot disclosed by the company, based in Santa Monica, California

Texas Instruments Inc. has been contracts until the company offered an acceptable performance warranty. It was the first time the navy has delayed a purchase under a law that took effect on March 15 that requires contractors to guarantee weapons' performance and

Westpac Banking Corp. of Sydney said it will raise its prime rate to 15.5 percent from 14.5 percent effective April 10 because of increases in the cost of funds resulting from a rightening of biquidity caused by tax payments.

that will be more immune to dis-

. Industry executives also note

that there is little control of quality. The FCC requires phones to be

registered and checked to see that

network. Some in the industry joke

# U.S. Utility Is Warned Show in Las Vegas, Nevada, last January, 190 companies were displaying telephones. The guys who last year had walking stereos this year have telephones," Mr. Bennett said. This of course was hereby a sur-

(Continued from Page 17) of the Massachusetts border, would be less than \$1 billion.

But the figure constantly rose and oumerous delays - due first to the protests of environmentalists and opponents of nuclear power, and most recently to doubts about the financial viability of the project

have set it years behind. On March I, the utility said that the total cost of both plants would be about \$8.8 billion; many analysts have put the figure higher.

Last week, however, was the first

that a piece of plywood can be time that Public Service indicated certified as oot harming the net- that it would accede to the demands of other owners that it kill Even this minimal regulation, Unit 2, which is 23-percent comhowever, is being circumvented in plete. However, the company, some cases. Some importers are uswhich holds a veto power over ing registration oumbers stolen plans to terminate the project, said from other manufacturers or sellit would abandon Unit 2 only if a ing phones that are oot registered, way was found for it to recover its pakes car stereos.

Still dominates the business, alAt the Consumer Electronics though its market share is declining are now shifting back to basic televolved in the registration program. according to an FCC official in- 5293-million investment to the

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PLEDMONT INVESTMENT LIMITED

# **L**legrand

1983 financial highlights

that sales of its telephone products "It's a traditional consumer elec-

plunged from \$12 million in the tronics cycle," said John V. Roach,

quarter ending Sept. 30, to \$4.7 chairman of Tandy Corp., a com-

the telephone business include such telephones rose to 24.2 million

giants as General Electric Co., Pan-corded sets and 7.5 million cordless

asonic and Sanyo. Also entering models in 1983, up from 5.5 million

were Conair Corp., known for its corded and 1.9 million cordless

hair dryers; Hamilton Beach, the units the year before, Mr. Beanett

can Exchange, was down to \$5 a dio Shack chain.

The consolidated results due for presentation to the Board of Directors in early April are as follows:

(in FF millions)	1983 (1)	1982 (1)	1983/1982
Salca	3,207.6	2,841.5	+ 12.9%
Pre-tax income	251.7	262.I	- 4.0%
Post-tex income	132.0	146.6	10.0%
Funds generated from opera-			
tions /	330.5	307.2	+ 7.5%
Total investment	326.9	314.7	+ 3.9%

worked out to 7%.

The drop in consolidated income is due mainly to:

- The exceptional devaluation of the cruzeiro, which lost 70% of its value against the franc in 1983; in accordance with international accounting practice, this entails recognition of the depreciation of Pial's working assets against the franc in Legrand's consolidated income;

- To a lesser extent, a slight drop in the volume of sales in France, unrelieved in 1983 by the month of December, when sales are

Discounting Brazil, Group income would have risen 6%.

In view of increased consolidated funds provided from operations and the influx of cash generated by the June 1983 capital increase, and confident in its market potential both in France and abroad, the Group considers that it has the resources necessary to pursue its policy, i.e.:

- Systematic investment in rationalization and productivity-boost-

ing programmes: - The development of new ranges designed for the French and

- The acquisition of interests in complementary businesses, notably outside France.

It is against this background that the Board of Directors will be meeting at the beginning of April in order to finalize the financial statements for the year and decide oo the increase in the dividend per share to be proposed to the Annual General Meeting of



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10.000 lbs. cents per lb.

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60.00 60.75 Jun 69.30 49.30

64.60 62.27 Aug 64.20 64.30

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65.20 62.20 Dec 64.95 44.95

65.10 62.27 Peb 64.80 64.80

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65.10 82.77 Peb 64.80 64.80

65.10 82.77 Per Soles 17.783

Frev. Doro Open Int. 60.811 up Julio

FREDER CATTLE (CME)

44.900 lbs. cents per lb.

77.40 62.80 Apr 68.45 68.45

69.25 62.30 Apr 68.45 68.45

69.25 62.30 Apr 68.45 64.75

67.80 64.80 Oct 64.30 64.30

64.50 64.75 67.85

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U.S. Electronics Group Opening Tokyo Office

U.S. Futures April 3

The office's prime mission will be to promote U.S. trade policies and commercial interests in admarking government departition, a trade group representing 2,400 U.S. high-technology companies is opening an office next month in Tokyo.

The group, the American Electronics Association, based in this town at the northern end of the Silicon Valley high-technology district, has the blessing of the Reagan administration and also servers.

The office's prime mission will be electronics industry and making government departition, a trade group representing be to promote U.S. trade policies and commercial interests in admarking government departition, a trade group representing a vanced electronics, balancing a vanced electronics, balancing a vanced electronics, balancing a vanced electronics industry and making government departition, a trade policies and commercial interests in advanced electronics, balancing a vanced electronics industry in the electronics industry and making government departition, at the option of the commercial interests in advanced electronics, balancing a vanced electronics industry in the electronics industry and making government departition, at the option of the electronics industry and making government departition, at the option of the electronics industry and making government departition, at the option of the electronics industry and making government departition, at the option of the electronics industry and making government departition and commercial interests in advanced electronics, balancing and commercial interests in advanced electronics, balancing and commercial interests in advanced electronics in departition and commercial interests

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of U.S. government money for its ing developments in the Japanese association's effort is too little and electronics industry and in policy-making government departments.

The office's prime mission will

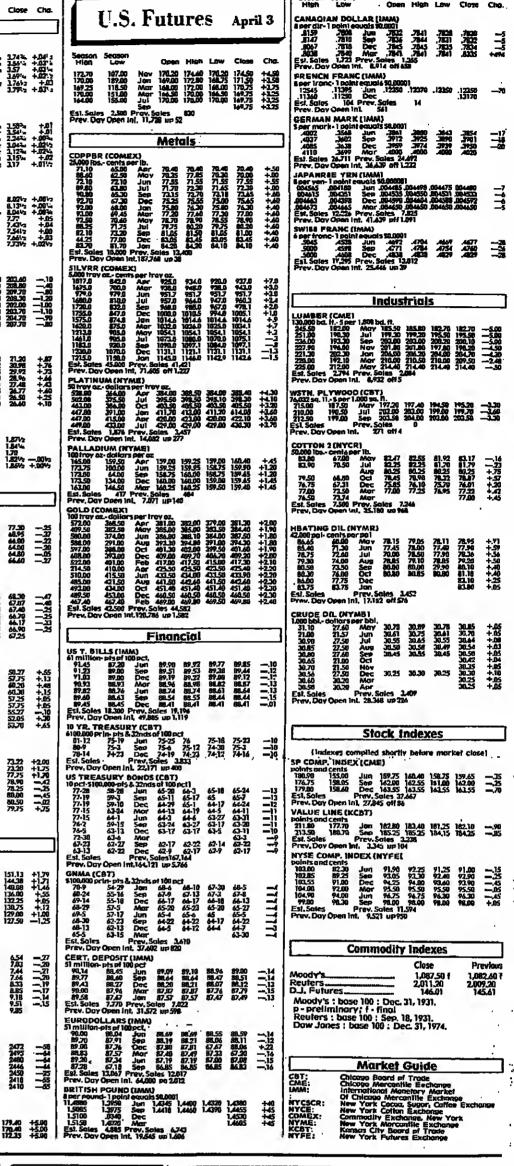
Finally, it will help U.S. busi-nessmen find their way in the Japa-nese market, providing informa-

At the outset, the office will be tiny, with only two senior American staffers. Some industry analysts, watching the speed at which Japan has overtaken or is catching up with the once all-powerful U.S. electronics industry, feel that the United States, according to the Semiconductor Industry Association, San Jose, California.

Two years earlier, Japanese exports of integrated circuits—computer chips—to the United States according to the Semiconductor Industry Association, San Jose, California.

Two years earlier, Japanese exports of integrated circuits—computer chips—to the United States, according to the Semiconductor Industry Association, San Jose, California.

Another intestone in the Japa-nese advance was passed last year when Japanese capital investment in plant and equipment to make semiconductors surpassed that of the United States, according to the



London Metals April 3.
Figures in sterling per metric ton.
Silver in pence per troy ounce. Paris Commodities April 3 Cash Prices **London Commodities** April 3 Year Ago 1.25 0.40 453.00 77.75 31-23 804-83 6.7851 0.38 9-103 10.80 Commoday cent onn
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PROPOSED STOCK SPLIT **NYSE Highs-Lows** April 3 NEW HIGNS
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NEW LOWS Boonton Electronic 10 PC 5-11 422 Sim-Kar Librining 15 PC 5-13 422 Zavre Carp 530 5-10 West Germany Reports Fall in Unemployment

Reuters

NUREMBERG — The West
German unemployment rate fell to
9.6 percent of the work force in
March from 10.2 percent in February, the Federal Labor Office said
Tuesday.

The office said there were 2.39
million persons out of work in
March, down from 2.54 million in
February. The March total was
6,752 higher than the level for the
like month last year, when the jobless figure represented 9.8 percent
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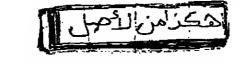
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Correct Mr. Heinz in Paris. Tel.: 297-56-00. CCS Communication Controle Security 26 Place Vendôme, 75001 Paris. Telea: CCS215524F.

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BUSINESS PEOPLE

# Goodyear Reorganizes Unit Abroad

Goodyear International Corp., a ubsidiary of Goodyear Tire & Rubber Co., has reorganized its operations in Europe, Africa, Asia nd the Pacific.

Previously, Goodyear loternaional had its operations in those egions divided into two groups -Asia and Africa, headed by John Purcell, and Europe, which was un-der the direction of Alan L. Ockne. Mr. Purcell has become managing director of Goodyear's activities in Argentina. Mr. Ockene s being transferred to Goodyear's ead office in Akron, Ohio.

Eugene R. Culler was named ice president, with responsibility or Goodyear International's new curope-Africa division. Mr. Culler, bilities in June and will be based in who will take up his new responsi-Brussels, also will serve as presi-



Eugene R. Culler bilities in June and will be based in

# Theory of Enterprise Zones Differs From Performance

(Continued from Page 17) there to make sure that none of the new measures proposed violates new measures proposed violates the competition rules. "Very often the commission has been opening much direct employment. p cases and very often it has for-

Brussels. The EC objected to the fy.

"Unfortunately, under the presenters on the grounds that Brusels is not a depressed enough area o warrant any special consider government and especially in the EC, there are some severe restriction.

trol than grants and subsidies, so fy."

WEST AFRICAN

MANAGEMENT

(CEAO)

**ECONOMIC COMMUNITY** 

INDUSTRIAL DEVELOPMENT

Prequalification Notice for Selection of

a Technical Partner for Studies and Carrying Out of the Project of FABRIQUE COMMUNAUTAIRE **DE WAGONS** 

Within the framework of the Community Industrial Development Programme, the IXth Conference of the Heads of State of West Africa adopted the project of Société Communantaire de Fabrique de Wagons established in Bobo Dioulasso in the Republic of Upper Volta.

CEAO now wishes to select a technical partner to assist it in the various

stages of the planned implementation. For this purpose it will launch an invitation to tender to companies having the following qualifications:

—Industrial experience in the machine-shop construction of large boiler construction and mechanical units.

key construction.

References in the countries of the CEAO.

The task of the technical partner will consist of:

— Defining the detailed manufacturing programme.

— Drawing up execution studies.

— Building the factory turn-key, adapted if necessary.

— Providing technical assistance and transferring know-how.

— Providing management assistance.

Id addition, the technical partner must participate in the capital of the Community in a proportion of at least 10%.

Industrial enterprises wishing to take part in the call for bids/competitive tendering must provide evidence of their candidacy before April 30, 1984, to the General Secretary of the West African Economic Community (CEAO), BP 643, Ouzgadougou, Upper Valta.

They must send a prequalification file drawn up in French including the following documents:

General information concerning: legal form, the Company's Articles of Association, size and composition of the capital, turnover for the last five years and all other financial data.
 Technical references in the various areas of the task of the technical

Procedures for the Competitive Bidding will be indicated later to prequali-

Access to the know-how of a builder of wagons (wagons).

The human and financial resources sufficient to offer adapted turn-

the French should have no trouble attractive fiscal incentives or additional regional aids without imputity. The European Commission is

The commission applied its bridden certain types of aid," says views to Belgian employment rederik Lukoff, of the internazooes. The Belgian zones, unlike the British zones, offer mainly fiscal incentives — a 10-year tax holi-Recently, the commission has re- day for corporate income taxes and hused eight of the regions proposed exemption from social security by the Belgian government. And, payments for foreign nationals employed there. But the commission government has just had to revoke has restricted the size of eligible 10-year tax holiday granted to companies to fewer than 200 emoultimationals setting up coordina-ion centers for re-invoicing in high-tech industries that can quali-

d 10 to 15 coordination centers of tions on the zones," says Alain Siaens, director of the Banque de The commission doesn't like Groof in Brussels, adding: "There ones that encourage investments is a time limitation on the tax holi-y big multinationals: Because of day. The regions are subject to EC heir size, multinationals are more approval and are often so de-kely to distort trade and competi-on. The commission also doesn't investors: Only small enterprises like fiscal holidays: They're much can participate and the EC has de-more difficult to monitor and con-fined which high-tech sectors quali-

dent of Goodyear's European tire division. Louis S. DiPasqua will succeed Mr. Culler as chairman and managing director of Goodyear Great Britain.

James P. McCann, formerly president of Goodyear Japan, is becoming head of the new Asia-Pacific area for Goodyear International. He will be based in Akron. Midland Bank SA in Paris has

appointed Leon Bressler chairman the executive board. Mr. Bressler, formerly director general, succeeds Herve de Carmoy, who, as reported, was named chief executive of Midland Bank International PLC in London.

Privathanken A/S of Copenhagen has appointed Sir Malcolm Wilcox to its board of representatives. Sir Malcolm, deputy chairman of Privatbanken Ltd., the bank's London-based subsidiary, is the first Briton to be elected to the board. In addition, Kenneth L. Crouch has been appointed regional head and general manager of Privatbanken's new Singapore branch, which is scheduled to open in August. Previously, he was re-sponsible for the setting up of Pri-vatbanken's New York branch.

Scandinavian Bank Ltd., has elected Curt Olsson chairman, suc-ceeding Lars-Erik Thunholm, who has retired after serving as chair-and appointed Anthony G. Chapman for 15 years. Mr. Olsson is pell director of those activities. Pre-chairman of Skandinaviska Ens-viously, Mr. Chappell was manager kilda Banken, Stockholm, which of the bank's foreign-exchange op-owns 46 percent of Scandinavian eration in London.

The National Coal Board, which

tive office to a full branch and appointed likka Laukkonen general manager. He formerly was a representative in the London office.

Dresdner Bank has transferred David Kingsman to its Frankfurt head office, where be will take up a post in the international division's planning department. Succeeding him as manager, syndications divi-sion, for Dresdner (South East Asia) Ltd. in Singapore is Peter Kenyon-Muir.

hving Trust Co. of New York has established the headquarters

## 2 Banks Set Up Unit in Vienna

Standard Chartered Baok PLC and Osterreichische Länderbank have set up a subsidiary in Vienna to engage mainly

in foreign-trade financing. The management board of the new unit, Standard Chartered Bank (Austria) AG, which is 25.5-percent held by Osterreichische Länderbank, consists of two members - Norman Holden and Jan Proskar, Mr. Holden formerly was head of Standard Chartered's Vienna representa-tive office. Mr. Proskar joins the new venture from Gebruder Guttmann, a private Vienna-based bank, where he was a member of the management

board. Mr. Holden said the oew bank's main activity will be to assist Austrian concerns in doing business overseas, particu-larly io Africa, Asia, Australia and North America. "The Austrians are trying to find new markets for their exports, our coming is very timely," he said.

ank, a London-based consortium.

The National Coal Board, which administers Britain's nationalized land's largest commercial bank, has coal industry, has elected David upgraded its London representa-tive office to a full branch and appointed likka Laukkonen gener-al manager. He formerly was a rep-Hong Kong's biggest and oldest

trading concern. Morgan Guaranty Trust Co. of New York has named Willy Douin a vice president. Mr. Douin is in the bank's Brussels office.

Foote, Cone & Belding Commu-nications Inc. has appointed Emine Messiqua a director. He is president of the Chicago-based advertis-ing agency's FCB/Europe division. By BRENDA HAGERTY

in London

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#### ADVERTISEMENT INTERNATIONAL FUNDS **Quotations Supplied by Funds Listed**

3 API	11 1984
exception of some funds whose quotes marginal symbols indicate frequen- (d) = daily; lwi = weekly; (b) = bi-mo	ow are supplied by the Funds listed with it are based on issue prices. The followin cr of qualutions supplied for the (HT; nthly; (r) = regularly; (l) = irregularly,
AL-MAL MANAGEMENT CO. SA. —(m) Al-MAL Trust ————— \$ 141.33	—(w) OBL(-DOLLAR
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	Other Funds
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Actions Sumes	(b) Arione
_(d) Energie—Valor \$F 149.25 _(d) Ustoc \$F 750.00	(w) BNP Interbond Fund
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FIDELITY POB 670, Hamillon Bermuda	[w] Doublet International \$28.76
FIDELITY POB 670, Hamilion Bermuda —(m) American Values Common \$57.35 —(m) Amer Values Cum.Pret \$100.77	W   East Investment Fund
d   Fidelity Amer. Assets \$59.41 d   Fidelity Austrolia Fund \$12.13	(b) Fifty Stors Ltd. \$882.3

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OM — Deutsche Mark; 2F — Belgium Francs; FL — Outch Florks; LF — Luxembourg Francs; 5F — Swiss Francs; a — oaked; + — Offer Pricas;b — bid change PV 2rd to \$1 per ual); N.A. — Not Available; N.C. — NotCommunicated:a — New; 5 — suspended; \$7.5 — \$1ock Split; " — Ex-Dividend; " — Ex-Ris; "" — Gross Performance Index February; " — Redempt-Price Ex-Coupon; ee — Formerty Worldwide Fund Ltg.

**INVESTISSEMENTS ATLANTIQUES** 

partner.

Société anonyme d'investissements Commercial Register, Section B No. 8,722 14 Rue Aldringen Luxembourg

The Extraordinary General Meeting of Shareholders of the company held on March 26th, 1984 approved resolutions:

to split the company's shares by reducing the par value per share from US\$5.- to US\$2.50, thus distributing 167,750 new shares to the existing shareholders in the proportion of two new shares for each share of US\$5.- beld.

to increase the share capital to US\$2,096,875. by contributing US\$1,677.500. from the Extraordinary Reserve to the share capital this increasing the number of shares in existence to 838,750 and to distribute new shares to the existing shareholders in the proportion of four new shares for each share of US\$2.50 held.

Existing shareholders on record as of March 26 th, 1984 will receive on ar after April 16th, 1984 ten new shares (10) of par value of U.S. \$2.50 per share in exchange for each old share held.

Shareholders should present their old share certificates with coupon No. 5

Banque Générale du Luxembourg S.A. 14 Rue Aldringen, Luxembourg

on or after April 16th, 1984 in order to have them exchanged against new condicates at the rate of 1 ald share for 10 new ones. All old share certificates will be cancelled.

As from May 16th, 1984 only the new shares will be of good delivery at the

The Board of Directors.

IF A PLAYER DID

SOMETHING DUMB, THE

MANAGER WOULD PULL

OVER HIS HEAD.

MR. BEASLEY,

ARE YOU

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housing 30 Rich cakes 33 Pouch 36 More washed 39 Crux 40 Ruined a person's chances

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16 Fortas or Burrows 50 involved with 11 Plan of action New York Times, edited by Eugene Maleska. **DENNIS THE MENACE** 

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**PEANUTS** 

**BLONDIE** 

I'M LATE!

I'M GLAD YOU'RE NOT

LIKE SOME BASEBALL

MANAGERS CHARLIE BROWN

TOO

I READ ABOUT ONE

GET REAL MAD AT

HIS PLAYERS.

MANAGER WHO USED TO

BEETLE BAILEY DAD DOESN'T HI, BEAUTIFUL. LIKE A DATE? WANT ME TO BE A PICKUP





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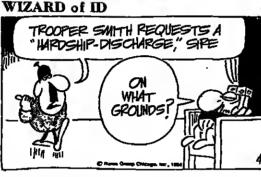
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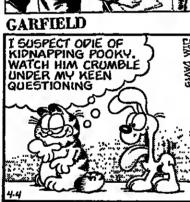
















## **BOOKS**

#### ONE MORE SUNDAY

By John D. MacDonald. 311 pp. \$15.95. Knopf, 201 East 50th St., New York, N.Y. 10022,

Reviewed by Jonathan Yardley

TOHN D. MacDONALD has taken a J breather from the continuing saga of Travis McGee in order to write a novel that, at first glance, is wholly uncharacteristic of him. His reputation is as a writer of witty, hard-boiled suspense novels, but "One More Sunday" is a surprisingly subdued examination of the hypoerisy often to be found behind the pious facade of big-time, big-money evangelical reli-gion; it is MacDonald's variation on the theme played more than a half-century ago by Sinclair Lewis in "Elmer Gantry," and somehow it doesn't seem to be MacDonald's kind of mu-

Yet in fact it is. MacDonald is actually an old hand at political, social and cultural commentary. His mysteries have always contained more than their measure of sharp, perceptive observations about the many subjects of public interest on which MacDonald somehow manages to make himself an authority. The religion in question is that of one Mat-

thew Meadows, founder and guiding spirit of the Eternal Church of the Believer. He had begun as "a country preacher, packing his small church, resisting affiliation with any oth-er sect, preaching his particular fundamentalist faith, going back to those minor prophets sel-dom included in the standard editions of the New Testament." Then he went on radio, then oo television, and before long he had an em-pire, the capital of which became Meadows Center, a sprawling, antiseptic community in the Deep South to which the faithful flock and to which they send their millions of dollars. Now Matthew Meadows is old and sick with

Alzheimer's disease; the church is run by his son, John Tinker Meadows, and his daughter, Mary Margaret Meadows. The former is hand-some and moderately charismatic, but unsure of himself and tempted by the pleasures of the flesh; the latter has "a total sincerity, an almost childish confidence in her faith and in an ultimate justice," yet she has capitulated to a gluttony that has made her outrageously obese. This may be paradise on earth, but needless

to say there's trouble in it. The managers of the church have thus far succeeded in keeping Matthew Meadows's devout followers unsware of his grave illness, but how long they can sustain this illusion is far from clear. Of more immediate concern is the suspicious disappearance of a corthern journalist, a woman, three months ago; she had come to Meadows Center to write a magazine article about it, presumably an unsympathetic one, and suddenly had vanished.

There is oot as much suspense about this woman's fate as MacDonald's loyal readers will expect, and indeed there are no real surprises in the unfolding of a plot that is not, by MacDonald's standards, especially intricate. But suspense is not what MacDonald is up to here, "One More Sunday" is a novel about the ways in which appeals to religious yearnings can become acquisitive commercial enterprises. MacDonald seems to have been inspired by the many smooth television evange-lists who now light up the lives of the Moral Majority. His depiction of a religious enterprise that goes hand-glove with right-wing politics is withering, as is his account of how this enserprise turns the faithfully tithed con-tributions from the faithful into a vast corpo-

rate formine. Though there is evil apienty in Meadow Center, it is not personified by Matthew Meadows and it does not take the form of religious zealotry. MacDonald is willing to acknowledge the humanity of his evangelicals and their henchmen even as he deplores their ideas and actions. "One More Sunday" is a less powerful tract than "Elmer Gantry" because the messages it contains are no longer new or shocking, but it is a far superior novel.

Jonathan Yardley is on the stuff of The Wash ington Post.

#### **BEST SELLERS**

The New York Times ed on reports from more than 2,000 backstores United States. Weeks on list are not necessarily

FICTION THE ACQUITAINE PROGRESSION, by
Robert Ludium
SMART WOMEN, by Judy Blurse
WHO KILLED THE ROBINS FAMILY?,
created by Bill Adler and written by Thornas Chastain
PET SEMATARY, by Stephen King
THE BUTTER BATTLE BOOK, by Dr.
S Seuss
ALMOST PARADISE, by Susan Isaacs
LORD OF THE DANCE, by Andrew M Greeley
THE DANGER, by Dick Francis
POLAND, by James A. Michener
THE NAME OF THE ROSE, by Umberro

Eco.

NIGHT SKY, by Clare Francis

THE STORY OF HENRI TOD, by William F. Buckley Jr.

THE JOURNEYER, by Gary Jennings.

UNTO THIS HOUR, by Tom Wicker...

ONE MORE SUNDAY, by John O. MacDonald.

NONFICTION MAYOR, by Edward I. Koch with William

THE MARCH OF FOLLY, by Rarbara MOTHERHOOO: The Second Oldest Profession, by Erma Bomback LINES AND SHADOWS, by Joseph Wambaugh
TOUGH TIMES NEVER LAST, BUT
TOUGH PEOPLE DO! by Robert H. Schuller ON WINGS OF EAGLES, by Ken Foliett ONE WRITER'S BEGINNINGS, by Eu-THE DISCOVERERS, by Daniel J. Boor-Stin TOUGH-MINDED FAITH FOR TEN-OERHEARTED PEOPLE, by Robert H. Schuller

APPROACHING

HOOFBEATS,
HORSEMEN OF THE APOCALYPSE
by Billy Graham

PEOPLE OF THE LIE, by M. Scott Peck
THE BEST OF JAMES HERRIOT, by In SEARCH OF EXCELLENCE, by Thomas J. Peters and Robert H. Waterman

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EAT TO WIN, by Robert Haas ......PUTTING THE ONE MINUTE MAN-AGER TO WORK, by Kenneth Blanchard and Robert Lorber
THE JAMES COCO DIET, by James Coco
NOTHING DOWN, by Robert G. Allers
WEIGHT WATCHER'S FAST AND
FABULOUS COOKBOOK

## **BRIDGE**

By Alan Truscott

ON the diagramed deal, the spade game reached by East-West would have been a close proposition. It can be beaten quickly by a club ruff and an underlead of the diamond ace, and there are handling problems against other

when North chose to continue, he rightly suggested diamonds. rather than hearts, reaching the nine-card fit instead of the eight-card fit. East doubled in the hope of pushing his opponents back to hearts, and was disappointed. When North chose to con-

and South thought it over.

The appearance of the diamond nine from East was a cluc. West presumably held the three, and therefore the queen as well. That suggested that the heart length was in the East

South led a low heart from 1873

doubled to the hope of pushing his opponents back to hearts, and was disappointed.

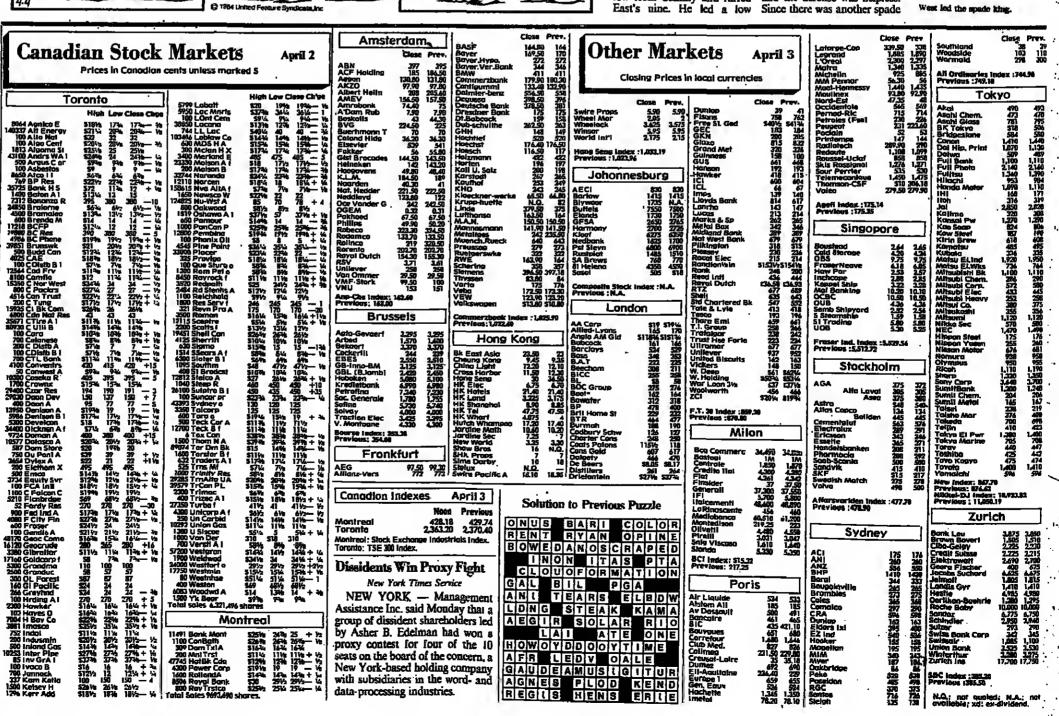
West led the spade king and shifted to a club. South played low from dummy and ruffed East's nine. He led a low

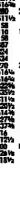
The his was grantly ing. The bis south the diamood are and ruff a spade. Another heart lead set up a finesse against the Q-J, and the defense was helpless. Since there was another spade west

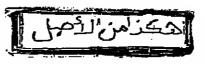
trump, and West put up the ruff coming, and another heart jack. The king won in dummy, lead. East's hearts were peutral south the ruft is a see that the ruft is tralized.

HORTH ♥743 ♦ K 1076 ♣ K 10642 WEST SOUTH (D)

West led the spade king.







A 1. Pag

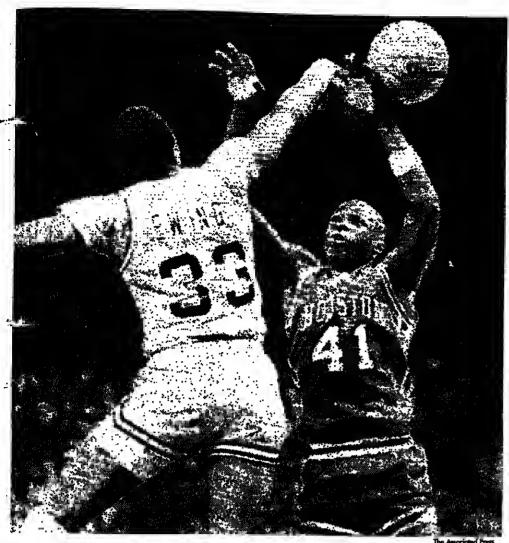
\$1.50 July

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## **SPORTS**



Patrick Ewing, voted the most valuable player of the 1984 NCAA tournament, rejects a shot by Rickie Winslow of Houston in Monday night's final in Seattle. Georgetown won, 84-75.

"He's certainly active, and I'm

not going to say 'for his age.' He

looks younger than I do. But then, he has an easier job." Altobelli is

52, 20 years younger than Reagan.

After waving Oriole catcher Rick Dempsey back from patronizing

BASEDALL ROUNDUP

20-foot range to perhaps 50 feet

Reagan took a quick windup and fired a respectable fastball.

"Definitely a strike," said Dempsey. "He kept the hall

"Yeah, it was a real nice pitch,"

said Baltimore's Jim Dwyer, "bnt,

"He probably could have gotten-'em out bester than I did," said

McGregor, who also lost to Hoyt in

Game I of last year's league-cham-

pionship series, when Reagan at-

"Every time he shows up, I lose,"

"A remarkable fastball," said

"It proves again that you don't

The president was telling us a story oo the beach about how he

played Grover Cleveland Alexan-

der in the movies," said Palmer.
"He said he threw his best fastball

one time and [White Sox star Ted]

Lyons caught it barehanded, then

appologized for showing him up. I

"'Mr. President, don't worry.

Said Oriole Owner Edward Ben-

nett Williams: "It was a great open-ing day — except for the hall-

Angels 2, Red Sox 1

by defensive replacement Jackie

Gutierrez with two outs in the

ninth allowed two runs to score and

gave California a 2-1 victory over

Monday's Line Scores

AMERICAN LEAGUE

600 000 010-1 4 1 800 000 002-2 4 0

In Anaheim, California, an error

hey, he probably had a mound built

in the White House."

showing.

Having coasted through the first that's how they warm me up now and I'm only 38."

Boston.

l usually sit," said Baltimore Manager Joe Altobelli. "I didn't have shortstop in the minth, committed

Major League Standings

need spring training.

Reagan had thrown out the

White Sox Down Orioles, 5-2, in Opener

for what appeared to be the final

baseman Dave Stapleton and per-

mitted Juan Beniquez and Fred

said Gutierrez. "The runner was

Boone - he's not fast. I should

have taken a step and then

Until the final inning, the Angels had managed only five hits off

But Beniquez led off with a sin-

gle and one out later Hurst walked

Lynn; Hurst was replaced by Bob

Stanley, who got Bobby Grich to

ground out (both runners advanc-ing), before Daryl Sconiers was giv-en an intentional walk and Boone

Winner Ken Forsch went the dis-

The Red Sox bunched three of

Rich Gedman delivered a one-

out single to right and pinch runner

Reid Nichols took second on an

Hoffman, doubled down the left-

field line — his 1,000th hit lifetime

International Herald Tribune

LONDON - Soccer sometimes

Rick Miller, batting for Glenn

tance, allowing six hits. He struck.

out eight - two more than in any

game last season - and walker

their hits in the eighth to score their

His throw skipped past first

"I should have taken my time,"

out of the game.

Lynn to score.

Bruce Hurst.

came to bat.

infield out.

- to plate Nichols.

# Georgetown Beats Houston for NCAA Crown

By John Feinstein Washington Post Service

SEATTLE - Two years later, John Thompson and Fred Brown hugged again, holding each other for what seemed like an eternity. Monday night's hug was a celebratico, not a consolation, after Georgetown had displayed the deoth and the brilliance of Thompson's program by defeating Hous-ton, 84-75, to win the national col-

legiate basketball championship. Two years ago, against North Carolina, an errant pass by Brown had left an equally superb George town team one basket short of the title. This time there was no denying the Hoyas.

Even with defensive catalyst Gene Smith watching from the bench because of a foot injury sustained in Saturday's semifinal against Kentucky, Georgetown took the lead for good with more than 32 minutes to play and was never in serious trouble after that.

"They do everything a great team should do," said a tearful Akeem Olajowon, who played most of the second half with four fouls and finished with 15 points and 9 rehounds for Houstoo. "They don't care who scores, who takes the shots. That's the difference — they aren't a selfish team. The unselfish team won tonight."

And the deeper team. Even with-out Smith, nine players contributed to Georgetown's cause. Freshman Reggie Williams scored 19 points, 13 of them in the second half, when

Jerry Remy followed with a sin-

Reds 8. Mets 1

Parker, who signed with the

his first at-bat as Cincinnati scored

three runs in the first off Mike

run the edge to 6-1 and chase Tor-

going the distance. Soto has never

lost to the Mets in nine career deci-

Darryl Strawberry, last season's

the first time in a decade; they had

double in four at-bats.

Eddie Milner cleared the low-

the National League opener.

strong throw home.

up of Olajuwon when Houston still beat by a great team." had a chance to get back in.

if I take good shots, he doesn't mind me missing," Williams said. "I just kept taking the shots tonight because I had good ones."
The Hoyas (34-3 on the season)

got 16 points from David Wingale, 14 points and 5 rebounds from their other freshman, Michael Graham, 11 points and 6 assists from Michael Jackson, and 10 points and 9 rebounds from Patrick Ew-

Although his statistics were not overwhelming. Ewing was named player, and there was little arguing as always, with his defense.
with the choice. It was Ewing who With the score at 16-all, took control of the inside in the first half when the Hoyas built their lead. And it was Ewing who kept Olajuwon from dominating, push-ing him far enough from the basket that Olajuwon rarely got the shot he wanted.

Ewing had help, though - more than Olejuwon had, and that was the difference. Although Alvin Franklin almost shot his team back ger to challenge Ewing again.
into the game in the second half
with 7:43 remaining in the half,
with a game-high 21 points, the Ewing sat down with his second Cougars (32-5 and national run-

They were in control most of the game," said losing Coach Guy Once they got the lead,

bounds, three assists and a key tie-nothing to apologize for. We got our best chance."

In the opening five minutes, shots, including two bombs by Michael Young (18 points on the

But it couldn't last. The Hoyas switched to a man-to-man; the Cougars started missing and Georgetown, after trailing by methodically took command 8 run gave the Hoyas a 32-22 lead with 6:15 left in the half.

Ewing keyed the surge, not just with three baskets and a lovely the tournament's most valuable shovel-pass assist for Graham, bot,

> Olajuwon rebounded a shot by imate Rickie Winslow and had the ball three feet from the basket. Ewing was in his way. Olajuwon faked, but Ewing never moved. He went up, Ewing with him, and the shot rolled off the rim. Something seemed to go out of Olaiuwon after that. He worked hard and played courageously, but did not seem ea-

foul and Thompson spread his ners-up for the second straight team to pull Houston out of its 2-3 year) just could oot handle the oev- zone. Instead of going man-toer-ending wave of Georgetown man, Lewis went to "50-ZA," his zone trap, putting two men on the

ball all over the court, "We just didn't think we could match up with their quickness in

3 points. He also had seven re- they controlled the tempo. We have the man," Lewis said. "This was

The Cougars' chances would have been helped had they not lost "Coach has always told me that however, Houston was more than their poise during the last three great. Faced with a 2-3 zone, the minutes of the half. A jump shot by Cougars made their first seven benchwarmer Benny Anders got shots, including two bombs by Mithem to within 34-30. But Young tried a forced, off-balance shot and Jackson promptly made one at the other end. Then Wingate drew Olajuwon's third foul oo a driving lay-up and soon scored on another

> After Olajuwon picked up his fourth foul by climbing Graham's back 28 seconds into the second half. Williams drove right past him for a 12-point lead.

40-30 at intermission.

But Franklin would not quit. During the next nine minotes, the Houston guard scored 14 points, being slowed only hriefly with a slight ankle twist. When he hit two foul shots with 10:29 left, it was 57-54 and it was a contest.

Enter Williams. Thompson ways says a baskethall team is built, not hatched, which is why he uses 10 men early in the season even when some of those players are still feeling their way. Monday, some of those early painful mo-

ments paid off.

After Franklin made it a threepoint game, Williams drove the middle, missed a short shot, rebounded and put it in for a 59-54 lead. Moments later, after a Reid Gettys charge, Williams made the same move - but this time, when the defense came to him, he slipped the ball to Graham for a ferocious

dunk, it was 61-54 with 9:30 left and the Cougars were running out

Olajuwon tried to make a final move, hut Houston never got within five again. Its one chance came with 2:30 left, after Graham had bricked two free throws with the

score 74-68. The Cougars went immediately to Olajuwon, posted up. But before he could turn to make his move, the Williams slyly slipped up on him and put his hands firmly

Jump ball - and Georgetown's turn on the alternating-possession rule. Eight seconds later Wingate his two free throws and, after 12 years as a coach. Thompson had his nacional title

"At times I've been obsessed by the national championship." said. "I've awakened in the middle of the night in the summer saying 'national championship.' f don't want 10 like John Wooden" — the former UCLA caoch, "I just wanted to get one. Now I have one."

■ 1984 NCAA Tournament PRELIMINARY ROUND ern 90, Long Island U. 27 Princeton 65, Son Diego 56 Moreheod St. 70, North Carolina A&T 69 Alcorn SL 79, Houston Baptist 60

EAST REGIDNAL

Vo. Commonwealth And Street Street Read Street Read North Carolina 77, Temple 46 Indiana 75, Richmond A7 Virginia 53, Arkansas 51, DT Syrocuse 78. Virginio Co

Virginia 43, Syracuse 55 Indiana 72, North Cerolina 68 MIDEAST REGIONAL First Ronne

West Virelate 44, Dregon St. 42 Brighom Young 84, Ala.-Birming Loubville 72, Moreheod St, SY Villanava 84, Morsholl 72 Second Round Kentucky 93, Brighom Young 48 Maryland 102, West Virginia 77 Loubvilla 99, Tuksa 67 Lillania Ad Villanava 54

MIDEAST REGIONAL Louisiana Tach 46, Fresno SI, 56 Memphis St, 92, Oral Roberts 83

is 51, 64, Purdue 48 DePaul 75, Illinois St. 61 Forest 69, Ko Houston 78, Memphis \$1. 71 Wake Forest 73, DePaul 71, OT

Houston &L Woke Forest &3 WEST REGIONAL

First Royal Los Vegos 68, Princeton 5 Ington 64 Nevada-Reng 54 oda-Los Vesas 73, Texas-El Paso 6

pelown 37, Southern hington 80, Duke 78 Daylon 64. Washington 58 Georgetown 62, Nevada-Las Vegas 48

FINAL FOUR Houston 49, Virginio 47, OT



won their last nine to tie the St. Carlton Fisk, sliding past catcher Rick Dempsey after Harold Baines's sixth-inning double, registered Chicago's final run in a 5-2 opening-day victory over the Orioles in Baltimore. Louis Browns for the modern-day record. (UPI, WP, AP)

Compiled by Our Staff From Dispatches

errorless defense and timely hitting

gave the Chicago White Sox a 5-2

victory over the world champion Baltimore Orioles in Monday's

American League opener here. LaMarr Hoyt, the 1983 Cy Young Award winner, scattered

seven hits over 73/3 innings and Britt

Burns, shifted to the bullpen this

year because of the Chicago's sur-

plus of talented starters, turned in a

strong relief appearance.
The White Sox got to loser Scott

McGregor for two first-inning

Rudy Law singled and went to

Law scored on Harold Baines's

third on Carlton Fisk's bloop sin-

infield out and, after Greg Luzinski and Tom Paciorek walked, Ron

Kittle's long sacrifice fly scored

"Fue Orioles got a run back in the bottom of the first inning on Cal Ripken's wind-blown home run

Chicago nicked McGregor for

Cruz walked, stole second and went

Cruz scored on Law's fly to cen-

Baines put the Sox ahead, 5-1,

when his sixth-inning shot down

the right-field line bounced off the

wall for a double that scored Scott

Fletcher and Fisk, both of whom

McGregor, having given up a ca-reer-high six bases on balls, was

replaced by Storm Davis, who re-

seven innings, Hoyt ran into trou-

ble in the eighth when Dan Ford

and Ripken produced one-out sin-

Reliever Burns, after giving up an RBI single to Murray, retired John Lowenstein and Ken Single-

For the first time in major-league

history, a current U.S. president

joined a team on its bench during a

Ronald Reagan "sat right where

the heart to say, 'Move over.' "

ton to end the threat.

tired seven batters in a row.

another run in the second. Julio said McGregor.

into the right-field bleachers.

to third on a throwing error hy

baseman Eddie Murray.

had walked.

BALTIMORE - Solid pitching.

garley in

40

to be familie de la company \$ 34-1 /---4527 بعاديق

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BOWLE NO. 1 Agraphia - ...

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irman, Roger Petit (the former Final NHL Regular-Season Leaders

Belgian championship two years

Keith Burkinshaw, meanwhile, is about to try to win the UEFA Cup in his last days as manager of Tot-tenham Hotspur which, in eight years under his guidance, has met

On Monday, two men of differ-

ent backgrounds and persuasions both knew the only certainty about the coming summer is that there will be no peace of mind and no opportunity to go on working at their jobs or wearing their colors in the proud old way they had, by any standards, worn them in recent

Eric Gerets, captain of Belgium's national team, has only himself to blame for the fact that he is unlikely to kick a soccer ball until long after the 1986 World Cup.

He has been suspended for three years for his part in the bribe that Standard Liège paid Waterschei to insure Standard's victory in the

has a perverse way of putting men on so high a pedestal the way down can only be paved with heartache and deep regret. Soccer can also fail to discriminate between kicking both the good and the bad guys in

#### ROB HUGHES

"triumph and disaster" with the consistency - the rare consistency, these days — of trying to offer crowd-pleasing sport.

Since one man departs the stage in disgrace and the other with more integrity intact than armies of others, we would be well advised to drive a firm wedge between the

say about Gerets? He was, until now, among the most respected fullbacks in the world. A bearded, when the scandal broke in Februpowerful, tenacious, responsible ary) gets a life ban, as does its competitor in defense or attack; a chairman. Roger Petit (the former

player who at the last World Cup chairman and former vice presi-showed how to subdue the genius dent of Belgian soccer is also re-the season's end) before he was of Diego Maradona a damn sight more fairly than Italy's Claudio Geotile and Brazil's Batista eventu-

ally did with brutality.
Yet by his own admission Gerets had, a few weeks before that tournament, conspired to commit the foulest of all sporting corruptions: He paid the opposition to lose a

game. Gerets has confessed he handed over £4,000 (about \$5,760) from a Standard Liège slush fund to Wa-terschei's Roland Janssens to distribute to players for their assurance they would not prevent Standard's winning the crucial fi-

nal game of the season. Janssens is banned for two years Their one connection was Black and his teammates get off with fines equivalent to the stinking Monday. fines equivalent to the summing First, the had news. What can we money they pocketed. Standard's veteran trainer, Raymond Goethals (who in any event retired

moved from the national associa- pushed. But it's a remote grapevine tion's roll of honor). The only thing that doesn't reek where businessman Irving Scholar to high heaven about the whole pulls the strings after a takeover

business is the speed with which last year. Belgian soccer authorities finally got on with the job of punishing (some of) the guilty without end-lessly prevariating and leaving the courts to launder their dirty linen.

Greets has containly lost more

Gerets has certainly lost more feel he is oot quite the public person than any other. He needed tran- na its high-powered public relaquilizers to withstand the shock of being questioned by police when he trons people would choose. But it the next man in is a sharp-talking arrived for a recent international against West Germany and will doubtless never recover from the stab in the back from his Italian employer, AC Milan.

Without waiting for any verdicts.

We've mad a good relation with scaptain, Steve Perryman. "He does love the game—he's at his best in a tracksuit with

without pausing to consider the hy- the players. I can't believe he'll cut pocrisy of its own involvement in Italy's hribery affairs, Milan an-He won't. First Burkinshaw will Italy's hribery affairs, Milan an-nounced that whatever happened, nounced that whatever happened, ask his players to give him a sen-Gerets had played his last game for doff by winning the UEFA Cup and then he'll work like a demon to

From warped morals to cleaner,

braver ones. Burkinshaw came up fore he hands over in two months graft a living. As he always said:
"With ambitiou and hard work, you can get somewhere in the world."

time. Somewhere, sometime, Tottenham will be sorry it edged him out. Honest guys are getting to be rare birds in soccer these days.

His blunt, eye-to-eye honesty helped Newcastle to the UEFA Cup final, but his "communism always on the players' side" got him the sack.

1.450 113 0 4.00 num une sau-a.

4.550 125 2 4.55 Eventually he landed the manag1.791 122 0 4.12 er's job at glory-glory Tottenham.
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2.862 201 2 4.10 er's job at glory-glory Tottenham.
2.862 201 2 4.10 er's job at glory-glory Tottenham.
2.862 2 4.10 er' was persuaded to pull a master
table stroke that benefited the whole
British game.

> managers, Harry Haslem, to invest three-quarters of a million pounds in a pair of Argentines — Ossie
> And Ardiles and Ricky Villa.

2 Fallen Giants: Amazing Grace, Appalling Disgrace that stretches to Monte Carlo, How can a man who operates by telling you truth, period, work by tions people would choose. But if main-chance operator, woe betide harmony in the locker room. "We've had a good relationstrengthen the league position be-

**Eric Gerets** He paid the opposition to lose.

# Transition

EASEBALL
American Leasus
SALTIMORE—Announced Pat Underwood, pitcher, has signed with Rochester of
the international League.
CHICAGO—Arnounced that Kevin Hickey,
pitcher, has stand with Glen Faits of the
Eastern League.
All Wallifed. Decemblack Whalts after.

ostern League. MILWAUKEE—Placed Rick Walts, pitch-LaAGUE—Purchased the contract of Steve Rispley, umoire, from the American Associa-fice. Normed Horry Wendelstedt, umaire,

crew chief for the 1984 season. ATLANTA—Placed Pascuel Perst. pitcher. or interestricted list, Recalled Poul Rumos. Initelider, from Richmond of the International indisider, from Richmond of the International League, HOUSTON—Placed Joe Sambito, eitcher, en the 21-day disabled tist. Placed John Mizer-ock, catcher, and Scott Loucks, cottletoer, on the 60-day disabled tist. LOS ANGCLES—Optional Rich Rodes, Pitcher, Jock Fimple, catcher, and Lemmie Miller, outfleider, to Albuquerque of the Pa-CHIC Coost Langue. FOOTBALL HOCKEY

(New York at Konsas City, ped., rain.)

NATIONAL LEAGUE MATIDNAL LEAGUE

Stew York 918 986 988—1 7 9
Cleichmont 360 980 18x—1 12 0
Torrez, Lynch (2), 5won (5), Tidrow (3) and
Hodges; Soto and Bidradello, W. Soto, 1-4. L.
Torrez, 9-1, HRs.—New York, Stromberty (1).

National Nackey League LDS ANGELES—Fired Roger Neilson, ARKANSAS-LITTLE ROCK—Normed Mike Newell athletic director and head basketboll coach.

an's head swimming coach. INDIANA STATE—Named Pele Buho, cosistent feetball coach,

MASSACHUSETTS—Extended the con-

Gretzky, Edmonton Coffey, Edmonton Goulet, Quebec P. Slostny, Quebec Bossy, NY Islanders Pedenson, Boston Kurtl, Edmonton Kurt, Edmonton Trottler, NY Islanders Federico, Sil.Jouis Middleton, Boston Hawerchuk, Winnipeg Messier, Edmonton Anderson, Edmonton Nicholis, Los Angeles Simmer, Los Angeles Dionne, Los Angeles Propo, Philodelphia GOALKEEPING MP 64 50 Avg. Categor 1 0 0 0.00 Moog 120 3 9 1.50 Febr

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1 4.36 stroke that benefited the whole 2 4.22 British game.
2 4.22 British game.
3.77 After the 1978 World Cup, Bur-Allwookse Altonic Chicoso Cieveland Indiana Chicoso Cheveland Indiana Chicoso Chic

# **NBA Standings**

EASTERN CONFERENCE Utch 111, Houston 100 | Dantley 37, GriHith 25; Lloyd 20, McCray 18].

56 19 J47 — 48 26 A49 7½ 44 31 S87 12 40 34 541 15½ 33 43 A34 23½ **USFL Standings** EASTERN CONFERENCE W L T Pet. PF PA 5 1 0 .833 156 94 5 1 0 .833 179 73 2 4 0 .333 99 110 0 6 0 .000 60 187 44 31 387 — 35 41 .461 992 26 48 .351 1792 26 48 .351 1792 25 49 .338 1815 Southern 5 1 0 .533 167 01 5 1 0 .533 197 93 3 3 0 .530 131 160 2 4 0 .333 150 142 2 4 0 .333 103 173 WESTERN CONFERENCE STERN CONFERENCE

Midwast Division

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21 47 373 14 WESTERN COMPERENCE 4 2 0 .667 90 118 3 3 0 .590 191 171 1 5 0 .167 137 166 1 5 0 .167 60 111 Pacific 5 1 0 .833 125 113 3 3 0 .500 171 89

By Russell Baker

N EW YORK — Our neighborhood is going uphill fast. The meat packing plant next door bas just been reamed out and turned into condominium apartments. Hanging plants have suddenly turned up in the window of what used to be a beer joint in the next

The average weight of the population has fallen sharply. When we first moved in, the women you saw in the street averaged 180 pounds and the men about 235. You never saw those women jogging or carrying a designer umbrella and a Gueci dispatch case like the 109pound specimens who have now replaced them.

The average weight of the new male resident is 165 pounds, 70 pounds less than it used to be when the streets swarmed with broadboned, heavily muscled gents wearing white smocks stained with the blood of the butcher's trade.

Those men did not jog either. After wrestling 16 tons of beef, they exercised by trudging up to the Afro-Hispanie American Restaurant and carrying back coffee in quart-size plastic cups.

Their slim replacements don't use the streets so much. You see them en route to and from offices in \$600 trench coats and \$30 haircuis. None, I suspect, bas ever wrestled a calf or even a lamb, much less half a careass of a full-

A real-estate man who sells them converted warehouses and factory space all over the neighborhood says they are men, though, who can make a computer terminal beg for mercy or obtain a writ with a smile so bland that you'd almost enjoy being sued by their clients.

On weekends now and then, those who have tried marriage and didn't like it can be seen enjoying visiting rights with a child or two at

ists have been slow to accommodate to the tastes of the new gentry.

The local hardware store, for example, refuses to convert itself into a Viennese pastry shop, but it has cleared out a large stock of cockroach poisons and plumber's friends to make room for a big supply of reflector bulbs, the kind favored for track lighting.

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the neighborhood grocery, where the counterman for years has made one of the best carry-out sandwiches in town. Some people said their unique flavor came about because be hadn't cleaned his lingernails since the year he sliced a sala-

mi to make his first sandwich. Whatever the case, I was astonished, after ordering my usual the other day, to notice that almost all the black crust had been excavated from under his nails. Neighborhood old-timers argue about what it means. Pessimists say. "The handwriting is under the lingernails now, but soon it will he on the wall."

This is their way of saying they're afraid he'll soon go in for exposed brick on the walls where he now stocks the RC Cola and Nabisco crackers, replace the old merchandise with imported Gujurati water and cheese knives, and start putting watercress and bean sprouts in the carry out sand-

The neighborhood lunch room, though, is still standing firm. Its unsurpassable Western omelet. served with a quarter-pound of home fries, the whole thing floating in a puddle of grease, is as good today as it was five years ago. Matty, the owner, concedes he has no 109-pound female or 165-pound male customers, hut believes they will come around eventually.

Maybe some will, as soon as New York magazine declares that gastric distress is chic.

The higgest question in the neighborhood, though, is whether the local laundry is going to start washing the collars on men's shirts. In the old days it perfected a tecbnique of laundering shirts but keeping the collars dirty. I bave always supposed this technique developed when ours was a hair-on-the-chest the playground. when ours was a hair-on-the-chest neighborhood traditional-neighborhood whose men didn't want to look like sissies in clean

It's hard to believe the new people will take kindly to our tradi-tional unwashed shirt collar, especially with all that track-lighting to spotlight their necks, and I fear the laundry will sell out. My. but it's

# Texas Tycoon

From 'The Killer Shrews' to Top 40 Radio

And Back to Movie Ventures With

Gordon McLendon

By Dennis McDougal

Los Angeles Times Service AKE DALLAS, Texas -Hundred-pound sbrews, while normally formidable, are no match for Gordon McLendon.

It happened a quarter century ago. McLendon portraved a mad scientist in the classic (of sorts) borror film "The Killer Shrews." He was unceremoniously chewed to death. The role remains one of the more curious lines on the resume of a true Texas character.

He counts among his chums George Bush; the Hunt brothers: the Dallas Cowboys' owner. Clint Murchison; and movie wheelers and dealers including Sy Weintraub, Freddie Fields, David Brown and Richard Zanuck. Among his financial interests

are strategic metals, oil, Etruscan art objects, real estate and old Greek coins. He owns the biggest chain of drive-in theaters in Texas and the most complete private collection of German currency from the 1920s inflation crisis. Although be has sold his radio stations, he's considered a broadcast genius who is credited with the concept of Top 40 radio.

He has written eight books, among them "The Fun Way to a Colorful Vocabulary" and "Get Really Rich in the Coming Super Metals Boom." A few years back. MGM released "Love Songs for the Good Times" by the Gordon McLendon Singers.

Now, at age 62, McLendon is purting together an \$80-million production fund for six or seven features that he and a consortium of huddies will be underwriting during the next four years.

He's also dickering with David Merrick's production company over a movie musical and is trying to secure rights to the late Ayn Rand's best seller. "Atlas Shrugged, Forbes magazine says McLen-

don's fortune from selling his ra-dio stations during the 1970s has made him one of the 400 richest

Forbes figures his net worth at \$100 million to \$200 million.

McLendon - unlike many Forbes 400 targets - says the figure might be low. "It's just so hard to say, because a good 40 percent of our holdings are tied up in real estate."

Perhaps few hundred thousand dollars of the millions in the McLendon treasury came from "The Killer Shrews." It started Ken Curtis (Festus of television's "Gunsmoke"). Baruch Lumet (father of the director Sidney Lumer) and Ingrid Goude, who was Miss Sweden of 1956. It was shot for \$125,000 at Ciclo, McLendon's estate north of Dallas, and has at least quintupled his investment,

"Killer Shrews" played in drive-ins on a double bill with another McLendon Radio Pictures release. "The Giant Gila Monster." McLendon is quick to point out that both made money. McLendon earned his first me-

dia millions in the late 1940s: He bullt a national radio network around dramatic re-creations of major league baseball and football games. Only 26, be called himself "The Old Scotsman" and pretended to be a 79-year-old sportscaster.

His dramatizations - initially based ou pirated play-by-play information supplied to him by telephone — included crowd noises, but-cracking and other sound effects produced in his basement studio in a Dallas botel. By the time his Liberty Sports Network was dissolved in the early 1950s, the Old Scotsman was airing on 458 stations.

In the late 1930s, when Gordon McLendon was an Oriental language major at Yale University, be knew that what he wanted to do had little to dn with fluency in Japanese. After he wrote to Red Barber, lamenting that Yale offered no major in sportscasting, the dean of baseball play-by-play men invited McLendon to visit



There McLendon did his real un-

dergraduate training. In 1945, after McLendon had graduated from Yale and had done a stint as a naval intelligence officer during World War II. his father, who had money from real estate, belped his son buy a radio station in Palestine, Texas.

"But you might say my real career as a sportscaster began in 1947, when we bought a station in Dallas," McLendon said. "I tried to think of some nickname that everyone would like, and I am It was five years before football

and baseball club owners fully appreciated the Old Scotsman's genius. In 1952, club owners and sponsors teamed up to put the Liberty Sports Network out of business through legal challenges to McLendon's right to re-create their games. He eventually won a \$200,000 out-of-court settlement.

Along with the late Nebraska broadcasting pioneer, Todd Storz, McLendon is widely reof radio in the early 1950s, when millions of Americans were trading in their venerable RCA Victor

and Phileo radios for television. Storz and McLendon are credited with discovering the relation-ship of the jukebox, the record emporium and the airwaves: If people played a record over and over again in the local tavern and then went out and bought it to play even more at home, wouldn't they listen to it over the radio, too? Add jingles, treasure hunts, call-in contests, news bulletins, oke-a-minute announcers - and Top 40 was born.

McLendon credits Storz with Top 40. Storz began playing top-selling 45s on his stations and luring the growing teen-age audience away from the tube. But McLendon wanted more.

"I found Todd's station up there in Omaha to be pretty much devoid of excitement. I wanted to see if I could create a station that would play the Top 40 records but would also capture the audience

units out there covering every-thing from accidents to fires to robberies. We'd break in on song with a siren: Bulletin! I wanted a station where the people might not like the music, but where there was such immediacy at all times that they were almost afraid not to listen for fear they'd miss something."

"So we began a series of unend-

ing promotions. Five mobile news

McLendon also pioneered radio editorials, putting his conservative views on the air almost immediately after the Federal Communications Commission began allowing stations to do so in 1949.

For a week in the early 1960s he broadcast Radio Moscow's English language news reports as heard over shortwave radio in Western Europe.

"We didn't tell the FCC we were going to do it, but we did tell the White House in advance. Without fanfare one Monday morning and for a full week of our on-the-hour newscasts, you'd get the Radio Moscow chimes and, then. Now for the news from Radio Moscow.'

"Oh, the furor we caused! We referred the FCC to the White House and the administration told them they thought it was a wonderful idea to give the people a real taste of the vicious propaganda the Russians were hearing and what all of Europe was hearing every day, hour after hour."

McLendon credits Forbes mag-azine's annual fall listing of his name among the nation's 400 wealthiest for his self-imposed se-clusion in recent years. He used to be a fixture in downtown Dallas, but does almost all his business these days from Cielo, which is on a peninsula on Lake Dallas and is fenced off around the main entrance. Signs that line the milelong entry to the ranch warn of attack dogs.

He sees nothing eccentric about the Western ghost town he built in his back yard; "We shoot commercials out there: Ford, some McLendon oddities are almost

always facades for something more practical. The Old West storefronts - the two-story Majestic Hotel, a bail bondsman's office, the county jail, offices of "Dr. Gordon, Painless Dentist" - hide double-wide mobile bomes where McLendou's daughter, secretary and other Cielo staff members live.

### **PEOPLE**

Lottery Winner Gives Waitress \$3-Million Tip

A police detective in Dobbs Ferry. New York, has won a \$6-million lottery prize and given balf to a waitress to whom he had presented half the winning ticket instead of a up. Sergeant Robert Cumningham.

55. said he had been eating regular to a waitress. Cunningham is head of detectives on the 12-man Dobbs Ferry police force. A state lottery spokesman. Dennis Rhodes, said,
"That may possibly be construed as
the largest tip in history," Penza
said, "I think it's very generous."
She said she planned to have a hour. said. I think it's very generous.

She said she planned to buy a house and take a vacation with part of her money. Cupaies. money. Cunningham, a father of four and grandfather of three, said he would use his half for his far illy.

A New York State Supreme Court jury has decided that One, widow of the former Beetle John Lennon, must pay a record producer, Jack Douglas, \$3 million for work he did on the album "Double Fantasy." The jury also said Ono had to give Douglas a percentage of the earnings from the album "Milk and Honey" because of his contributions.

Cord Harewood, a cousin of Queen Elizabeth II, will step down next year as managing director of the English National Opera Company after taking the company on a tour of the United States. Lord Harewood, 61, who has held the post for 13 years, said he would resign in June 1985 to devote more time to his family estates in northern England. In May next year he vill lead the company on its first U.S. tour.

The French artist Erte has created "Liberty, Fearless and Free," a bronze sculpture depicting his vision of the Statue of Liberty, to help raise funds to restore the New York monument. Standing about 26 inches (66 cenumeters) high. Erte's work, unveiled in New York by the model Brooke Shields, will be created in a limited edition of 500 and offered for sale at \$8,500 by Fine Art Acquisitions Ltd. The project is expected to raise more than \$250,000 for The New York State Statue of Liberty Centennial Commission, of which Henry A. ..

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